

CITY OF RANCHO CORDOVA



CITY COUNCIL MEETING

Monday, August 2, 2021

5:30 PM – Regular Meeting

David B. Roberts Council Chambers

City Hall

2729 Prospect Park Drive, Rancho Cordova

In response to Governor’s Executive Order N-29-20 and the Resolution Declaring the Existence of a Local Emergency Relating to the COVID-19 Pandemic adopted by the City of Rancho Cordova, the City is following the state guidelines. This meeting will also be available to the public via video/teleconferencing.

Join the Meeting Via Zoom Link:

<https://cityofranchocordova.zoom.us/j/97799402513?pwd=d0tzS21TTGxXL1oxbjhvZHZCZHZhdvdz09>

Join the Meeting via the Zoom Phone Number

Zoom Phone Number: US: +1 669 900 6833, +1 253 215 8782, 888 475 4499 (Toll Free)

Webinar ID: 977 9940 2513

Password: 874870

Instructions to Make Public Comment

Submitting Public Comment via Email

Members of the public who wish to provide public comment via email will need to submit comments to CityClerk@cityofranchocordova.org no later than 3:00 p.m. on Monday, August 2, 2021. All comments submitted later than 3:00 p.m. will be sent to the City Council for their review and may not be read during the meeting.

Listening to a Zoom Meeting by Zoom Video Conference

To make a public comment using the Zoom platform, please use the “raise hand” feature at the bottom center of the screen. Please make sure to enable audio controls once access has been

given by the City Clerk's office to speak. Please wait to be called upon by the City Clerk.

Listening to a Zoom Meeting by Phone Only

You can join a Zoom meeting via teleconferencing/audio conferencing using a cell phone or traditional landline phone. To request to make a public comment by phone press *9 to raise your hand. Please wait to be called upon by the City Clerk.

All public comments will be limited to three-minutes.

If you have questions related to the City Council Meeting or the use of Zoom, please contact the City Clerk's Office at (916) 851-8720 Monday, August 2, 2021 before 3:00 p.m.

AGENDA

1. REGULAR MEETING - CALL TO ORDER/ROLL CALL

Council Members Budge, Pulipati, Sander, Terry and Mayor Gatewood.

2. METRO CABLE TV TELEVISION ANNOUNCEMENT

The Clerk will announce the meetings video recording and playback schedules.

3. PLEDGE OF ALLEGIANCE

The Mayor will call on someone in attendance to lead the Pledge.

4. INVOCATION

Maurice Anderson with Praise by Nature Ministries will give the invocation.

5. PRESENTATIONS

- 5.1. Introduction of New Employees: Ashley Kobe, Management Technician by Amanda Norton, Economic Development Manager and Jesse Yabes, Assistant Civil Engineer by Edgar Medina, Principal Civil Engineer.

6. PUBLIC COMMENT

Citizens wishing to address the Council for any matter not on the agenda may do so at this time via teleconference or by completing and submitting a Speaker Card to the City Clerk.

If you want to make a public comment via teleconference, please use the "raise hand" feature at the bottom center of the screen. If you are participating by telephone and you want to make a public comment, please press *9 to raise your hand. For those participating by Zoom or telephone, please wait to be called upon by the City Clerk.

For items on the agenda, speakers will be called by the Mayor at the point on the agenda when the item will be heard.

Speakers are encouraged to keep comments to three minutes or less and to state name and community of residence. Under the provisions of the California Government Code, the City Council is prohibited from discussing or taking immediate action on any item not on the agenda unless it can be demonstrated to be of an emergency nature or the need to take immediate action arose after the posting of the agenda.

7. COUNCIL REPORTS

8. CITY MANAGER'S REPORT

9. CONSENT CALENDAR ITEMS - ROLL CALL VOTE

- 9.1. **Subject:** Meeting Minutes from the Regular City Council Meeting of July 19, 2021.
Recommendation: Adopt the Minutes.
- 9.2. **Subject:** A Resolution Authorizing the City Manager to Execute Contract Amendment No. 162-2019-2 with Bennett Engineering Services, Inc. to Increase the Contract Amount from \$203,629 to an Amount not to Exceed \$282,172 and Extend the Contract Term from December 31, 2020 to June 30, 2023 for the Mather Field Road Rehabilitation Project to Increase Safety and Promote Livability.
Recommendation: Adopt the Resolution.
- 9.3. **Subject:** A Resolution Authorizing the City Manager to Execute Contract Amendment 64-2009-4 to the Sacramento Regional Transit Operations and Maintenance Agreement to add Midday Service to Rancho Cordovan Route 177 as a Ten-Month Pilot Project Resulting in an Increase to the Contract Cost in the Estimated Amount of \$115,084 Billed to the City on a Time and Materials Basis.
Recommendation: Adopt the Resolution.
- 9.4. **Subject:** A Resolution Authorizing the City Manager to Award Construction Contract No. 2021-263 in an Amount not to Exceed \$780,708.00 with Western Engineering for the Soil Born Farms Parking Lot and Access Driveway Improvements Project.
Recommendation: Adopt the Resolution.
- 9.5. **Subject:** A Resolution Authorizing the Public Works Director to Execute Agreements with California Department of Transportation for a Fiscal Year 2021-22 Sustainable Transportation Planning Grant Program for the Citywide Roundabout Feasibility Study & Implementation Plan.
Recommendation: Adopt the Resolution.
- 9.6. **Subject:** A Resolution Authorizing the City Manager, or Designee, to Make Financial Adjustments to Community Enhancement Fund (Measure H) Grant Awards and Contracts.
Recommendation: Adopt the Resolution.
- 9.7. **Subject:** Second Reading of an Ordinance Approving a Second Amendment to the ARDA for the Elliott Portion of Rio Del Oro to Specify Developer Participation in Sunrise Drainage Improvements and Identify City and Elliott Responsibilities for Construction of White Rock Road Generally from Rancho Cordova Parkway to Collector A.
Recommendation: Waive the second reading and adopt the Ordinance.
- 9.8. **Subject:** An Ordinance Approving an Amendment to the General Plan and Certain Entitlements for the Rio Del Oro Specific Plan Area Regarding Parks in Rio Del Rio.
Recommendation: This item is being continued to a date uncertain.

10. CONSENT PUBLIC HEARING ITEMS - ROLL CALL VOTE

- 10.1. **Subject:** Premier Homes at Montelena Village 7 Major Design Review and Special Development Permit Project No. DD10055.

Recommendation: Find the project is exempt under CEQA Exemption 15182, Residential Projects Pursuant to a Specific Plan; and Adopt the Resolution for Premier Homes at Montelena Village 7 Special Development Permit and Major Design Review.

- 10.2. **Subject:** SF Supermarket Letter of Public Convenience and Necessity for Off-Site Consumption Alcohol Sales; Project No. 10068 - Located at 2738 Sunrise Boulevard.

Recommendation: Adopt the Resolution.

- 10.3. **Subject:** Sunridge Lot J Village 4 Tentative Subdivision Map Project No. DD10028.

Recommendation: The applicant is requesting the proposed project be continued to an uncertain date. The project will be re-noticed.

11. PUBLIC HEARING ITEMS

- 11.1. **Subject:** Eco Site II, Cellular Telecommunication Tower at the Southeast Corner of Zinfandel Drive and Folsom Boulevard Conditional Use Permit Project DD10018.

Recommendation: Find the project is exempt under California Environmental Quality Act (CEQA) Exemption 15303, New Construction or Conversion of Small Structures); and adopt the Resolution for Eco Site II, Cellular Telecommunication Tower at the southeast corner of Zinfandel Drive and Folsom Boulevard Conditional Use Permit.

12. REGULAR CALENDAR ITEMS

- 12.1. **Subject:** Update and Direction on Workforce Recovery Program Notice of Funding Availability Proposals Received.

Recommendation: Staff to introduce and provide an update on the proposals received from the Workforce Recovery Program Notice of Funding Availability (NOFA), and funding recommendations for Council consideration.

- 12.2. **Subject:** American Rescue Plan Act Discussion.

Recommendation: Receive presentation on City of Rancho Cordova allocation of American Rescue Plan Act (ARPA) and begin discussion of council interests and priorities.

- 12.3. **Subject:** Discussion and Direction on Commercial Real Estate Signs.

Recommendation: Receive a report on existing requirements related to Commercial Real Estate Signs while comparing in contrast to adjacent jurisdiction within the region. Council insight and/or direction to City staff on suggested code amendments related to Commercial Real Estate Signs.

13. COUNCIL REQUESTS FOR FUTURE AGENDA ITEMS

14. ADJOURNMENT

ADDITIONAL INFORMATION

SPECIAL MEETINGS LISTED BELOW ARE SUBJECT TO CHANGE/CANCELLATION WITHOUT FURTHER NOTICE.

UNLESS THE COUNCIL ADOPTS A MOTION TO EXTEND THE MEETING, ANY ITEM THAT IS NOT INITIATED BEFORE 11:00 PM WILL BE CONTINUED TO THE NEXT DAY AT 5:30 PM OR SCHEDULED ON THE NEXT REGULAR MEETING AGENDA OF THE COUNCIL.

Public documents related to items on the open session portion of this agenda, which are distributed to the City Council less than 72 hours prior to the meeting, shall be available for public inspection at the time the documents are distributed to the Council. Documents are available for inspection at the City Clerk's office located in Rancho Cordova City Hall.

The agenda items are accessible on the City's website at www.cityofranchocordova.org on Thursdays or Fridays prior to the Regular City Council Meeting.

UPCOMING MEETINGS

August 16, 2021	5:30 PM Regular Meeting
August 24, 2021	5:30 PM Special Meeting/Work Session
September 7, 2021	4:00 PM Special Meeting/Regular Meeting
September 20, 2021	5:30 PM Regular Meeting
September 28, 2021	5:30 PM Special Meeting/Work Session
October 4, 2021	4:00 PM Special Meeting/Regular Meeting
October 12, 2021	5:30 PM Special Meeting/Closed Session
October 18, 2021	5:30 PM Regular Meeting

If you have any technical questions related to the agenda items, please contact City Hall at (916) 851-8700.

The Rancho Cordova City Council meeting will be videotaped in its entirety and will be cablecast without interruption on Metro Cable 14, the Government Affairs Channel on the Comcast, Consolidated Communications and AT&T U-Verse Systems. Closed Captioning will be available on the playback cablecast. A DVD copy is available from the City Clerk's Department and a webcast of this meeting will be available for viewing via video streaming from the City's website within 48 hours of adjournment of this meeting.

In compliance with the Americans with Disabilities Act, if you need a disability-related modification or accommodation, including auxiliary aids or services, to participate in this meeting, please contact the City Clerk's Office at (916) 851-8720 at least 48 hours prior to the meeting.

CERTIFICATION OF POSTING OF AGENDA

I, Stacy Leitner, City Clerk for the City of Rancho Cordova, declare that the foregoing agenda for the August 2, 2021 Regular Meeting of the Rancho Cordova City Council was posted and available for review on July 29, 2021 at City Hall of the City of Rancho Cordova, 2729 Prospect Park Drive, Rancho Cordova, California, 95670. The agenda is also available on the city website at www.cityofranchocordova.org.

Signed July 29, 2021 at Rancho Cordova, California.



Stacy Leitner, CMC
City Clerk

ITEM 9.1.

CITY OF RANCHO CORDOVA



CITY COUNCIL MEETING Monday, July 19, 2021

5:30 PM – Regular Meeting

In response to Governor’s Executive Order N-29-20 and the Resolution Declaring the Existence of a Local Emergency Relating to the COVID-19 Pandemic adopted by the City of Rancho Cordova, the City is following the state guidelines on social distancing including the requirement of wearing a face covering. This meeting will also be available to the public via video/teleconferencing.

DRAFT MINUTES

1. REGULAR MEETING - CALL TO ORDER/ROLL CALL

Mayor Gatewood called the Regular meeting to order in the David B. Roberts Council Chambers at 5:38 p.m.

Council Members Present: Linda Budge, Siri Pulipati, David Sander, Donald Terry, and Mayor Garrett Gatewood

Council Members Absent: None

Staff Members Present: Cyrus Abhar, Adam Lindgren, Stacy Leitner and Persephonie Riley

2. METRO CABLE TV TELEVISION ANNOUNCEMENT

The City Clerk read the meetings recordings and playback schedule.

3. PLEDGE OF ALLEGIANCE

Diann Rogers led the pledge.

4. INVOCATION

Elizabeth Brick with the United Methodist Church gave the invocation.

5. PRESENTATIONS

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

- 5.1. Introduction of New Employees: Chance Finley-Ross, Assistant Planner by Darcy Goulart, Planning Manager, Adam Ulbrickson, Building Inspector I and Erin Naderi, Management Analyst I by Elizabeth Sparkman, Community Development Director, and Ka Vang, Management Technician by Russ Ducharme, Neighborhood Services Manager.
- 5.2. Council Member Siri Pulipati's Birthday on July 6, 2021.

6. PUBLIC COMMENT

Mayor Gatewood opened the public comment period. The following individuals addressed the Council or submitted public comment via email:

1. Donald Childs
2. Matt Cummings
3. Larry Ladd
4. Fayzah Mughal
5. Helen Whelan-Bashaw
6. Gary Wentworth
7. Anil Reddy
8. Sharon

Mayor Gatewood closed the public comment period.

7. COUNCIL REPORTS

Council reported on events since the last meeting.

8. CITY MANAGER'S REPORT

City Manager Cyrus Abhar gave his report.

9. CONSENT CALENDAR ITEMS - ROLL CALL VOTE

ACTION: Motion to approve item 9.1 through 9.8 by Budge second by Sander;
Motion passed with a 5:0 vote.

- 9.1. **Subject:** Meeting Minutes from the Regular City Council Meeting of June 21, 2021 and the Special Meeting of June 29, 2021.

Recommendation: Adopt the minutes.

- 9.2. **Subject:** A Resolution Approving the Final Map of the Ranch Large Lot Map, Subdivision No. FM-2021-001-01 and Authorizing the Execution of the Subdivision Improvement Agreement Contract No. 2021-255 with K. Hovnanian at Jaeger Ranch, LLC.

Recommendation: Adopt the Resolution.

- 9.3. **Subject:** A Resolution of the City Council Approving the Final Map of Montelena Villages 1&2, Subdivision No. RC-04-132.1 and Authorizing the Execution of the Subdivision Improvement Agreement Contract No. 2021-254.

Recommendation: Adopt the Resolution.

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

- 9.4. **Subject:** A Resolution Authorizing the Public Works Director to Execute and Submit the City of Rancho Cordova Transportation Development Act Claim to receive funding allocation towards the Chase Drive to American River Parkway Connection Project and Pedestrian Crossing Enhancement Project.

Recommendation: Adopt the Resolution.

- 9.5. **Subject:** A Resolution of the City Council of the City of Rancho Cordova Authorizing the Levying of Special Assessments for Delinquent Charges Related to Nuisance Abatement Against Properties and Requesting Sacramento County to Collect these Charges on the Fiscal Year 2020-21 Tax Roll.

Recommendation: Adopt the Resolution.

- 9.6. **Subject:** Second Reading of An Ordinance Adopting an Amended and Restated Development Agreement for Montelena Villages 1,2,4,6, 8, and vacant parcels in Villages 9 and 10 to Extend the Term of the Development Agreement.

Recommendation: Waive the second reading and adopt the Ordinance.

- 9.7. **Subject:** Second Reading of an Ordinance Terminating the Villages of Zinfandel Development Impact Fee Program and Transferring the Collection of the Off-Site Roadway Mitigation and the Villages of Zinfandel Administration Fees to the Transportation Development Impact Fee Program.

Recommendation: Waive the second reading and adopt the Ordinance amending portions of Chapter 16.81 of the Rancho Cordova Municipal Code with regards to the collection of impact fees within the Villages of Zinfandel public facilities financing plan (hereinafter in some instances referred to as "PFFP") area.

- 9.8. **Subject:** A Resolution Authorizing the City Manager to Sign Agreement Number 2021-261 with the Rancho Cordova Area Chamber of Commerce in an Amount not to Exceed \$519,200 for Business Retention Services.

Recommendation: Adopt the Resolution.

10. CONSENT PUBLIC HEARING ITEMS - ROLL CALL VOTE

ACTION: Motion to approve item 10. 1 by Sander second by Budge;
Motion passed with a 5:0 vote.

- 10.1. **Subject:** An Ordinance Approving a Second Amendment to the ARDA for the Elliott Portion of Rio Del Oro to Specify Developer Participation in Sunrise Drainage Improvements and Identify City and Elliott Responsibilities for Construction of White Rock Road Generally from Rancho Cordova Parkway to Collector A.

Recommendation: Waive the first reading and introduce the Ordinance.

11. PUBLIC HEARING ITEMS

- 11.1. **Subject:** Eco Site II, Cellular Telecommunication Tower at the Southeast Corner of Zinfandel Drive and Folsom Boulevard Conditional Use Permit Project DD10018.

Recommendation: Continue this item to the August 2, 2021 City Council meeting.

Mayor Gatewood opened the public comment period. Seeing no speakers. Mayor

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

Gatewood closed the public comment period.

ACTION: Motion to Continue item 11.1 to August 2, 2021 by Budge second by Terry;
Motion passed with a 5:0 vote.

12. REGULAR CALENDAR ITEMS

- 12.1. **Subject:** A Resolution Awarding Construction Contract No. 2021-256 in an Amount not to Exceed \$4,511,000 with Z Squared Construction for the Rancho Cordova Youth Center Project.

Recommendation: Adopt the Resolution.

Mayor Gatewood opened the public comment period. The following individuals addressed the Council or submitted via email:

1. Sharon
2. Lupe Trevizo Hernandez

Mayor Gatewood closed the public comment period.

ACTION: Motion to approve item 12.1 by Terry second by Budge;
Motion passed with a 5:0 vote.

- 12.2. **Subject:** Mills Crossing Civic Center Design Principles Discussion.

Recommendation: Receive presentation, provide feedback and discussion.

Mayor Gatewood opened the public comment period. The following individuals addressed the Council or submitted public comment via email:

(List of speakers attached hereto as "Exhibit A")

Mayor Gatewood closed the public comment period.

ACTION: Input was received regarding the Mills Crossing Civic Center Design Principals Discussion.

- 12.3. **Subject:** Appointment of Real Property Negotiators: Cyrus Abhar, City Manager, Albert Stricker, Public Works Director, and Adam U. Lindgren, City Attorney. Property Address 3355 Monier Circle, Assessor's Parcel Number 072-1010-029.

Recommendation: Approve the appointment of Real Property Negotiators.

Mayor Gatewood opened the public comment period. Seeing no speakers. Mayor Gatewood closed the public comment period.

ACTION: Motion to approve item 12.3. by Budge second by Terry;
Motion passed with a 5:0 vote.

13. COUNCIL REQUESTS FOR FUTURE AGENDA ITEMS

None.

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

14. ADJOURN TO CLOSED SESSION

Mayor Gatewood adjourned the meeting to closed session at 10:50 p.m.

15. CLOSED SESSION - CALL TO ORDER/ROLL CALL

Mayor Gatewood called closed session to order s at 10:50 p.m.

Council Members Present: Budge, Pulipati, sander, Terry, and Mayor Gatewood

Council Members Absent: None

Staff Members Present: Cyrus Abhar and Adam Lindgren

16. CLOSED SESSION

Council will meet in closed session to discuss the following item:

CONFERENCE WITH REAL PROPERTY NEGOTIATORS: Pursuant to Government Code Section 54956.8: Property Address 3355 Monier Circle. Assessor's Parcel Number 072-1010-029. City Negotiators: Cyrus Abhar, City Manager, Albert Stricker, Public Works Director, and Adam U. Lindgren, City Attorney. Negotiating Parties: Folsom Cordova Unified School District. Under Negotiation: Price and Terms of Payment.

17. OPEN SESSION - REPORT FROM CLOSED SESSION

City Attorney Adam Lindgren report that staff was given direction and no reportable action was taken in closed session.

18. ADJOURNMENT

Mayor Gatewood adjourned the meeting at 11:17 p.m.

Stacy Leitner, CMC
City Clerk

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

Exhibit A to the Minutes

- | | | |
|----------------------|------------------------|-------------------------|
| 1. Cathy Birch | 40. Richard and Cindy | 82. Patricia Villanueva |
| 2. Sergio Diaz | Wall | 83. Bill Watterson |
| 3. Dana Johnson | 41. Elizabeth A | 84. Emily Hogan |
| 4. Nancy Bui- | Kaestner | 85. Edith Henson |
| Thompson | 42. Nick Chapman | 86. Kelly Arzola |
| 5. Anil Reddy | 43. Tammi Reyes | 87. John and Tran |
| 6. Chery Gleason | 44. Robert | Morris |
| 7. Jack Mallord | 45. Melinda Radsloff | 88. Sharon Watson |
| 8. Karl Haas | 46. Anonymous (email) | 89. Melissa Ritchie |
| 9. Fayzah Mughal | 47. Kelly Brown | 90. Minh Nho |
| 10. Susan Hagerty | 48. Daniel Paul | 91. Thuthu Ton |
| 11. Sharon | 49. Susan Paul | 92. Kim Winston |
| 12. Eric | 50. Eric Carlson | 93. Sherry |
| 13. Cliff Billings | 51. Betsy Carlson | 94. Ann Richardson |
| 14. Lupe Trevizo | 52. Mary Nesel | 95. Lucine Mkrтчhyan |
| Hernandez | 53. Kelly Martin | 96. Sherian Long |
| 15. Charles Lagu | 54. Lona Springer | 97. Melina Cacciurri |
| 16. Robert Van Cleef | 55. Chris Snook | 98. Jack Montes |
| 17. Debbie Cortez | 56. William A | 99. Karina Suarez |
| 18. Autumn Eberhardt | MacDonald | 100. Lisa Phenix |
| 19. Conrade Mayer | 57. Wendy Devlin | 101. Joyce H. Higdon |
| 20. Matt Cummings | 58. Michael Devlin | 102. Jordan Schneider |
| 21. Doniell Cummings | 59. Jay Buscio | 103. Rosalie Perona |
| 22. JP | 60. Suzanne Snyder | 104. Sara Carlson |
| 23. Michelle Hillen- | 61. Jessica Gugliemino | 105. Sharon Larkin |
| Noufer | 62. Mary Schefer | 106. Jessica Mosley |
| 24. Kammy Caruss | 63. Kolin Sullivan | 107. Tim Aldredge |
| 25. Ejiro Okuro | 64. Walter Boyd | 108. Antionetta Johnson |
| 26. Helen Whelan- | 65. William Vivas | 109. Jeenice Quintana |
| Bashaw | 66. Lisa Rohmer | 110. Lynne Luce |
| 27. Shira Lane | 67. Nicholas P. | 111. Harry E Palmer Jr. |
| 28. Diann Rogers | Ottlinger | 112. Melissa Parker |
| 29. Ann Richardson | 68. Anonymous (email) | 113. Claudia Gonzales |
| 30. Mary Nesel | 69. Yvonne Evans | 114. Tasha Watkins |
| 31. Kimberlee Wilson | 70. Cathy Cabral | 115. Mary Metts |
| 32. Austin Allen | 71. Cecelia Crawley | 116. Anonymous (Email) |
| 33. Deborah Cortez | 72. Linda Robinson | 117. Maria Hernandez |
| 34. John Morris | 73. Madeline Parham | 118. Sheryl Longworth |
| 35. Joseph Tan | 74. Wayne Parham | 119. Felicia Martin |
| 36. Ma. Ramona | 75. Brian | 120. Jessica Ocenosak |
| Villanueva | 76. Deborah Cortez | 121. Dixie Sutton |
| 37. Linda Robinson | 77. Debbie Rumsey | 122. Melecia Navarro |
| 38. Thomas Lance | 78. Christine Leacox | 123. Amber Verdugo |
| Rhrhardt | 79. Ashley Neely | 124. Michael Fox |
| 39. James A Graston | 80. David Patton | 125. Nancy Alpert |
| | 81. Nathan Shipley | Fogler |

ITEM 9.1.

Rancho Cordova City Council - DRAFT MINUTES
Meeting of Monday, July 19, 2021

126. Stasha Reichelt
127. Kathy Baerresen
128. Becky Gunvordahl
129. Anthony Kaestner
130. Kristina Green
131. Maryam Abdur-
Rahim
132. Ahmed Abdur-
Rahim
133. Christina Ceccarelli
134. Danielle Johnson
135. Matt Jost
136. Katherine Kunz-
Davies
137. Robin Moyher
138. Lalanía Deaton
139. Autumn Eberhardt
140. Shawn Harrison
141. Jessica Borrayo
142. Robert and
Roberta Snyder
143. Dawn King
144. Tera Kolvenbach
145. Fayzah Mughal
146. Isa Abdur-Rahim
147. Autumn Eberhardt
148. Diana Lentz
149. Jajuan Feancis
150. Karl Haas
151. Mark Berry
152. Michael Dack
153. Ken Green
154. Lydia Bredin
155. Sergio Diaz
156. Donald Childs
157. Belinda Rianda
158. Robert Van Cleef
159. Katherine Cooley
160. Jim Garcia

MEMORANDUM



ITEM 9.2.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Albert Stricker, Public Works Director
Ben Chan, Assistant Civil Engineer

SUBJECT: **A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT NO. 162-2019-2 WITH BENNETT ENGINEERING SERVICES, INC. TO INCREASE THE CONTRACT AMOUNT FROM \$203,629 TO AN AMOUNT NOT TO EXCEED \$282,172 AND EXTEND THE CONTRACT TERM FROM DECEMBER 31, 2020 TO JUNE 30, 2023 FOR THE MATHER FIELD ROAD REHABILITATION PROJECT TO INCREASE SAFETY AND PROMOTE LIVABILITY**

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of the Resolution will authorize the City Manager to execute Contract Amendment No. 162-2019-2 to increase the contract amount from \$203,629 to \$282,172 and extend the contract term from December 31, 2020 to June 30, 2023 for continued on-call engineering and design services with Bennett Engineering Services, Inc. for the Mather Field Road Rehabilitation Project to increase safety and promote livability.

BACKGROUND

Mather Field Road is a highly traveled corridor with average daily trips of approximately 41,000 vehicles. This corridor has been identified as a high priority road rehabilitation project by the City of Rancho Cordova.

The rehabilitation of this corridor is not only necessary, but also aligns with the City goals to promote the positive image of Rancho Cordova; ensure a safe, inviting and livable community; and ensures the availability of the best public services in the region while practicing sound financial management.

On October 21, 2019, City Council approved Contract No. 162-2019 for Bennett Engineering Services, Inc. to provide on-call engineering and design services for the Mather Field Road Rehabilitation Project. On March 16, 2020, the City Council approved Contract Amendment No. 162-2019-1 for the Consultant to design electrical upgrades that will provide the ability to optimize the City's signal infrastructure along this corridor with greater efficiencies while minimizing congestion.

The City was awarded \$3,750,000 from the 2021 SACOG Regional Maintenance and Modernization Grant Program for the Mather Field Road Rehabilitation Project. One of the Grant requirements is that the Project receive Federal environmental clearance. Therefore, this contract amendment will include additional scope of work for the Project to receive Federal environmental clearance in accordance with the grant requirements.

It is anticipated that the project environmental clearance will be complete by spring of 2022 and construction is anticipated to begin in summer 2022.

FISCAL IMPACT AND FUNDING SOURCE

Funding for the Mather Field Road Rehabilitation Project consists of \$3,750,000 from the SACOG Regional - Maintenance and Modernization Grant Program, \$835,877 from Road Maintenance and Rehabilitation Fund and \$14,123 from the Mather Field Traffic Impact Fee for the delivery of this Project. This Project has no impact on the General Fund.

This Project is included in the City's current approved Capital Improvement Plan and is in the 2021/22 budget.

ATTACHMENT(S)

1. Resolution
2. Contract No. 162-2019-2

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA, STATE OF CALIFORNIA, AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT NO. 162-2019-2 WITH BENNETT ENGINEERING SERVICES, INC. TO INCREASE THE CONTRACT AMOUNT FROM \$203,629 TO AN AMOUNT NOT TO EXCEED \$282,172 AND TO EXTEND THE CONTRACT TERM FROM DECEMBER 31, 2020 TO JUNE 30, 2023 FOR THE MATHER FIELD ROAD REHABILITATION PROJECT TO INCREASE SAFETY AND PROMOTE LIVABILITY

WHEREAS, the City entered into Contract No. 162-2019 with Bennett Engineering Services, Inc. on October 21, 2019 in the amount of \$148,000 to provide on-call engineering and design services for the Mather Field Road Rehabilitation Project; and

WHEREAS, Contract Amendment No. 162-2019-1 was executed on March 16, 2020 to increase the maximum compensation amount from \$148,000 to \$203,629 for additional scope of work to design electrical upgrades to the traffic signal infrastructure; and

WHEREAS, the City was awarded \$3,750,000 from the 2021 SACOG Regional Maintenance and Modernization Grant Program for the Mather Field Road Rehabilitation Project requiring that the Project receive Federal environmental clearance; and

WHEREAS, the City wishes to increase the maximum compensation amount from \$203,629 to \$282,172 to receive the Federal environmental clearance in accordance with the grant requirements; and

WHEREAS, the City wishes to extend the contract term from December 31, 2020 to June 30, 2023; and

WHEREAS, the services exceed the maximum amount the City Manager has authorization to approve; and

WHEREAS, there are sufficient funds budgeted to cover the cost of the contract.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA does authorize the City Manager or his designee to execute Contract Amendment No. 162-2019-2 with Bennett Engineering Services, Inc. in a form approved by the City Attorney to increase the contract amount from \$203,629 to \$282,172 and to extend the contract term from December 31, 2020 to June 30, 2023 for the on-call engineering and design services for the Mather Field Road Rehabilitation Project to increase safety and promote livability.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August 2021 by following vote:

ITEM 9.2.

ATTACHMENT 1

AYES:

NOES:

ABSENT:

ABSTAIN:

ATTEST:

Stacy Leitner, CMC
City Clerk

Garrett Gatewood, Mayor

**SECOND AMENDMENT TO PROFESSIONAL SERVICES AGREEMENT BETWEEN THE CITY OF
RANCHO CORDOVA AND BENNETT ENGINEERING SERVICES, INC. FOR
THE MATHER FIELD ROAD REHABILITATION PROJECT**

This Second Amendment to the Agreement for Professional Services ("Amendment") is made by and between the City of Rancho Cordova ("City") and Bennett Engineering Services, Inc. ("Professional") as of August 2, 2021. City and Professional are hereinafter collectively referred to as the "Parties."

RECITALS

WHEREAS, the Parties entered into a Professional Services Agreement ("PSA") No. 162-2019 dated October 21, 2019 in the amount of \$148,000 to provide on-call civil engineering and design services for the Mather Field Road Rehabilitation Project; and

WHEREAS, Contract Amendment No. 162-2019-1 was executed on March 16, 2020 to increase the maximum compensation amount from \$148,000 to \$203,629 for additional scope of work to design electrical upgrades to the traffic signal infrastructure; and

WHEREAS, the City was awarded \$3,750,000 from the 2021 SACOG Regional Maintenance and Modernization Grant Program for the Mather Field Road Rehabilitation Project requiring that the Project receive Federal environmental clearance; and

WHEREAS, this Amendment No. 162-2019-2 includes additional tasks outlined in Exhibit "C" for the Professional to perform the Federal environmental clearance in accordance with the grant requirements, will increase the contract compensation amount from \$203,629 to \$282,172 and extend the end date from December 31, 2020 to June 30, 2023; and

WHEREAS, the Parties agree that changes to the term and services provided for in the PSA are necessary in order for the City to continue receiving services by Professional.

NOW, THEREFORE, the Parties hereby agree as follows:

AGREEMENT

1. The Parties agree to modify the end date of the PSA from December 31, 2020, to June 30, 2023. Section 1.1 of the PSA, "Term of Services," is amended to read as follows:

"The term of this agreement shall begin on the date first noted above and shall end on June 30, 2023. Professional shall complete the work described in Exhibit A and Exhibit C prior to that date, unless the term of the Agreement is otherwise terminated or extended, as provided for in Section 8. The time provided to Professional to complete the services required by this Agreement shall not affect the City's right to terminate the Agreement, as provided for in Section 8."

2. Section 2 of the PSA, "Compensation," provides for the City to pay Professional a sum not to exceed two hundred three thousand six hundred twenty-nine dollars (\$203,629). The Parties agree to amend Section 2 of the PSA in order to increase the compensation amount to pay Professional for additional services. The first sentence of Section 2 of the PSA is amended to read as follows:
"City hereby agrees to pay Professional a sum not to exceed Two Hundred Eighty-Two Thousand One Hundred Seventy-Two Dollars and No Cents (\$282,172), notwithstanding any contrary indication that may be contained in Professional's proposal, for services to be performed and reimbursable costs incurred under this Agreement."
3. The attached Exhibit "C" is hereby added to the PSA which provides for additional services and compensation as specified therein.
4. **Contract Administration.** This agreement shall be administered by Ben Chan, ("Contract Administrator"). All correspondence shall be directed to or through the Contract Administrator or his or her designee.

Notices. Any written notices to Professional shall be sent to:

Mr. Leo Rubio, P.E., President
Bennett Engineering Services, Inc.
1082 Sunrise Avenue, Suite 100
Roseville, CA 95611

Email Address (for Insurance Update Requests): mail@ben-en.com

Any written notice to the City shall be sent to:

City of Rancho Cordova
Attn: Ben Chan, Public Works Department
2729 Prospect Park Drive
Rancho Cordova, CA 95670
bchan@cityofranhocordova.org

5. All other terms and conditions in the PSA shall remain in full force and effect to the extent they are not in conflict with this Amendment.
6. The signatures of the Parties to this Amendment may be executed and acknowledged on separate pages or in counterparts which, when attached to this Amendment, shall constitute one complete Amendment.

IN WITNESS WHEREOF, the Parties have executed this Amendment on the day and year first above written.

CITY OF RANCHO CORDOVA

PROFESSIONAL

Cyrus Abhar, City Manager

Leo Rubio, President

Date: _____

Date: _____

Attest:

Stacy Leitner, City Clerk

Date: _____

Approved as to Form:

Adam Lindgren, City Attorney

Date: _____

Attachments:
Exhibit C

EXHIBIT C

ADDITIONAL SCOPE OF WORK SERVICES AND COMPENSATION

Scope of Services_ Mather Field_ Addendum 2

Client: City of Rancho Cordova

Consultant: Bennett Engineering Services Inc.

Project: Mather Field Rehabilitation

Date: April 29, 2021



Bennett Engineering Services
1082 Sunrise Avenue, Suite 100
Roseville, California 95661

T 916.783.4100
F 916.783.4110
www.ben-en.com

Consultant's services shall be limited to those expressly set forth below, and Consultant shall have no other obligations or responsibilities for the Project or to the Client except as agreed to in writing or as provided in this Agreement. All of Consultant's services in any way related to the Project or Client shall be subject to the terms of this Agreement.

PROJECT DESCRIPTION:

Bennett Engineering Services (BEN|EN) will provide additional support services to City staff for Mather Field Rehabilitation Project. The additional services will help federalize this project to prepare for federal construction funding. BEN|EN will also help prepare Caltrans Documents such as encroachment permits and allocation requests. BEN|EN will also coordinate with Caltrans on any additional design required for installation of drainage inlets in Caltrans ROW.

Civil Work

- Coordinate the utilities using Caltrans LAMP Chapter 14 Utility Coordination Process
 - Fill out Notice to Owners
 - Fill out Record of Investigations
 - Fill out and Acquire the ROW Cert for utilities
- Provide drainage calculations for storm drain work
- Update the Specification to include federal language
- Fill out Encroachment Permits
 - Update exhibits for Maintenance Agreement if necessary
- Prepare the Project Authorization/Adjustment Request Form (LAPM 3-A)
- Prepare Design Engineering Evaluation Report (DEER) Form (Optional)
- Prepare Detour Sheet for Mather Field On & Off Ramps (Optional)

Environmental Work

- GPA will generate the PES form and provide additional technical studies required for NEPA approval.
- Provide

Geotechnical Work

- GEOCON will generate the Initial Site Assessment to be included as part of the tech memos for Caltrans review
- GEOCON will provide Aerial Deposit Lead studies as an optional task

KEY WORK SCOPE ASSUMPTIONS:

- No additional PS&E work being perform other than specification and drainage calculations for Caltrans
- City will be responsible for providing copies of any Maintenance Agreement (MA) the City has with Caltrans.

TASK 3. Utility Coordination ABC Process

BEN|EN has prepared Utility Letters A, B, C, along with utility plans for the utility companies. These new tasks will follow Chapter 14: Utility Coordination of the Caltrans LAPM.

Subtask 3.1. Coordination / Liability Letter Request

BEN|EN update the existing plans to include the language requested by Caltrans for Utility Relocation Plans and will send the plans out along with a Letter of Liability request to utility companies once the NEPA has been approved.

Subtask 3.2. Report of Investigation

BEN|EN will generate the Report of Investigation (ROI) for all utilities that will need to adjust or relocate facilities. The ROI's will be provided to Caltrans as part of the Right of Way Certification process for clearing the utility component of the ROW Cert.

Subtask 3.3. Notice to Owners

BEN|EN will prepare the Notice to Owner (NTO) for all impacted utility companies and will submit for review by Caltrans. The NTO letters will be sent out soon after Caltrans approves the ROW cert.

Subtask 3.4. ROW Certification (Utility)

BEN|EN will fill out the Right of Way Certification Exhibit 13-A: Short Form Right of Way Certification Local Assistance Project and coordinate with Caltrans for approval of ROW Cert.

TASK 4. Pavement Evaluation, Preliminary Engineering, and Environmental Documents**Subtask 4.3. Preliminary Environmental Study (PES)**

GPA will work with the project team to verify that the existing project description, including project components, purpose and need, environmental study limits (ESL), and timing of construction, is still accurate. GPA will perform a windshield survey and review any existing information and analysis related to the project and gather any additional reference information needed.

Once all project information is gathered, GPA will prepare the Draft Preliminary Environmental Study (PES). The PES will be completed pursuant to Caltrans' SER, LAPM, and will include a reasoned explanation for all checklist answers. The PES will include all attachments necessary to support the conclusions and checklist answers. GPA will submit the Draft PES to the City for review and approval. Once the Draft PES has been approved by the City, GPA will finalize the revisions, submit the PES to Caltrans, and coordinate as needed for review and approval of the document.

Subtask 4.4. Initial Site Assessment (ISA)

We propose to perform research to estimate the existing potential for impacts to the project Site (i.e., levels of hazardous materials/wastes warranting regulatory cleanup action) from the presence of hazardous materials/wastes on, or within, the vicinity of the Site. For the purposes of this Phase I ESA, the "vicinity" of the Site is defined as properties located within ¼-mile of the Site. The guidelines used for the definition of hazardous materials/wastes are presented in the California Code of Regulations, Title 22. The Phase I ESA will be performed in general accordance with American Society for Testing and Materials (ASTM) Designation E1527-13 Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment Process.

The scope of services for the Phase I ESA is presented as follows:

- Perform a reconnaissance of the Site to assess conditions for the presence, or make visual observations of indicators of the potential existing presence, of hazardous materials, hazardous wastes, or soil and/or groundwater impacts on the Site. These indicators include, but are not limited to, 55-gallon drums, USTs and aboveground storage tanks, chemical containers, waste storage and disposal areas, industrial facilities, discolored surficial soils, electrical transformers

ITEM 9.2.

that may contain polychlorinated biphenyls (PCBs), and areas conspicuously absent of vegetation. **Client would be responsible for providing us with a site plan clearly depicting the site boundaries. Client would also be responsible for obtaining permission to enter the Site prior to our visit.** If access is unavailable to any portions of the Site, our ability to complete the assessment described herein may be hindered. Provisions for a survey of wetlands delineation, asbestos, lead-based paint, lead in drinking water, radon gas, and methane gas are not provided in this scope of services.

- Perform a visual survey of the adjacent properties from the Site and from public thoroughfares to observe general types of land use surrounding the Site.
- Review the Standard Environmental Records Sources: Federal and State referenced in American Society for Testing and Materials (ASTM) Designation E 1527-13 Standard Practice for Environmental Site Assessments: Phase I Environmental Site Assessment Process to obtain information regarding the potential presence of hazardous materials/wastes on the Site or on properties located within the approximate minimum search distance specified for each source.
- Review reasonably ascertainable regulatory agency files the Site and/or properties in the vicinity of the Site whose environmental conditions might potentially impact the Site. The sources for these files may include the Sacramento County Environmental Management Department and the Regional Water Quality Control Board.
- Review pertinent and reasonably ascertainable information sources to evaluate physiographic, geologic, and hydrogeologic conditions in the vicinity of the Site.
- Review and interpret reasonably ascertainable historical aerial photographs to obtain information concerning the historical use of the Site and adjacent properties.
- Review United States Geological Survey (USGS) topographic maps to obtain information relative to the topography of the Site, as well as previous development and uses of the Site and properties located in the vicinity of the Site.
- Review documents provided by Client at Client's discretion. Potentially useful documents may include geotechnical, geologic, and environmental reports, Site plans, plot plans, and correspondence with regulatory agencies.
- Conduct interviews by telephone or in writing with present and past tenants/owners of the Site to evaluate activities conducted at the Site with regard to the use, generation, storage, or disposal of hazardous materials/wastes onsite. **The names and telephone numbers of the contacts for the above interviews are to be provided by the City.**
- Prepare a report summarizing the findings of the Phase I ESA which will qualitatively describe the potential for environmental impairment of the Site. If necessary, the report will also provide recommendations for additional environmental services.

Subtask 4.5. Aerial Deposit Lead (ADL) Survey (Optional)

The scope of services for the ADL Survey is presented as follows:

- We assume encroachment permits are not required or have been obtained by others.
- Advance 16 soil borings along the shoulders of Mather Field Road at approximate 750 foot intervals using hand-auger sampling equipment. Soil samples will be collected at depth intervals of 0 to 1 and 1 to 2 feet from each boring. Soil samples will be collected from the hand auger and transferred to Ziploc® re-sealable plastic bags. The soil samples will be field homogenized and subsequently labeled, placed in an ice chest, and delivered to the analytical laboratory under standard chain-of-custody documentation. The borings will be backfilled with the excavated soil materials. General soil types encountered in the borings will be noted on the daily field log.
- Perform quality assurance/quality control procedures during the field exploration activities. These procedures will include decontamination of sampling equipment before each sample is collected and providing chain-of-custody documentation for each soil sample submitted to the laboratory. The soil sampling equipment will be decontaminated between each sample by washing the

ITEM 9.2.

equipment with an Alconox® solution followed by a double rinse with deionized water. The rinsewater will be discharged to ground surface areas within the right-of-way which do not slope to drainage inlets or surface water bodies.

- Analyze each soil sample for total lead following EPA Test Method 6010B (32 samples).
- Analyze samples with total lead concentrations between 50 and 1,000 milligrams per kilogram (mg/kg) for soluble lead using the WET method, EPA Test Method 7000, where necessary (assume 12 samples).
- Analyze soil samples with total lead concentrations greater than 1,000 mg/kg for TCLP soluble lead, where necessary (assume 4 samples).
- Prepare a report to present our findings and conclusions. The report will include the following:
 - Introduction/project description
 - Vicinity Map and Site Plan showing boring locations
 - Investigative methods
 - Investigative results and field observations
 - Statistical analysis of the data
 - Conclusions and recommendations
 - Appendices including laboratory reports and chain-of-custody documentation

TASK 5. Final Plans, Specifications, and Estimate Documents**Subtask 5.4. Drainage Design for Caltrans Approval**

BEN|EN will coordinate with Caltrans to submit any drainage calculations that might be required for the installation of the drainage inlet in the EB HWY 50-On Ramp.

DELIVERABLES:

- *Drainage calculations and exhibits for Caltrans approval.*

Subtask 5.5. Update Specifications to Include Federal Funding Language

BEN|EN will update the project specifications to include the correct language for federally funded projects, as outline in Chapter 12: Plans, Specifications and Cost Estimates of Caltrans LAPM.

DELIVERABLES:

- *Updated specifications*

Subtask 5.6. Encroachment Permit

BEN|EN will generate the Caltrans Encroachment permit to accompany the PS&E package. BEN|EN will help update the exhibits that accompany the Maintenance Agreement (if needed).

DELIVERABLES:

- *Encroachment Permit*
- *Update to Maintenance Agreement Exhibits (if needed)*

Subtask 5.7. DEER Process (Optional)

BEN|EN will use the Design Engineering Evaluation Report (DEER) Application Checklist to determine whether this project can be processed using the DEER approach, or if a simple encroachment permit would be sufficient. In the event of a DEER being required, this task accounts for the additional time required to coordinate that process thru Caltrans.

DELIVERABLES:

- *DEER Check list, DEER forms and coordination with Caltrans*

ITEM 9.2.**Subtask 5.8. Detour Plans (Optional)**

Caltrans might require additional detour plans to accommodate the rehabilitation along Mather Field. BEN|EN will coordinate the effort with Caltrans and provide detour plans, if needed. Project specifications will be adjusted to include language for detour and potential hours of work restrictions

DELIVERABLES:

- *Detour Plans, update to project specification*

Subtask 5.9. Prepare RFA

BEN|EN will prepare Exhibit 3-A : Project Authorization/Adjustment Request Form in an effort to request the E-76 for Construction allocation of the Federal Funds.

DELIVERABLES:

- *Exhibit 3-A Project Authorization/Adjustment Request Form*

ITEM 9.2.

ATTACHMENT 2
Contract No. 162-2019-2

Fee Estimate Addendum No. 2

Client: Rancho Cordova

Consultant: Bennett Engineering Services Inc

Project: Mather Field Rehabilitation

Date: April 30, 2021

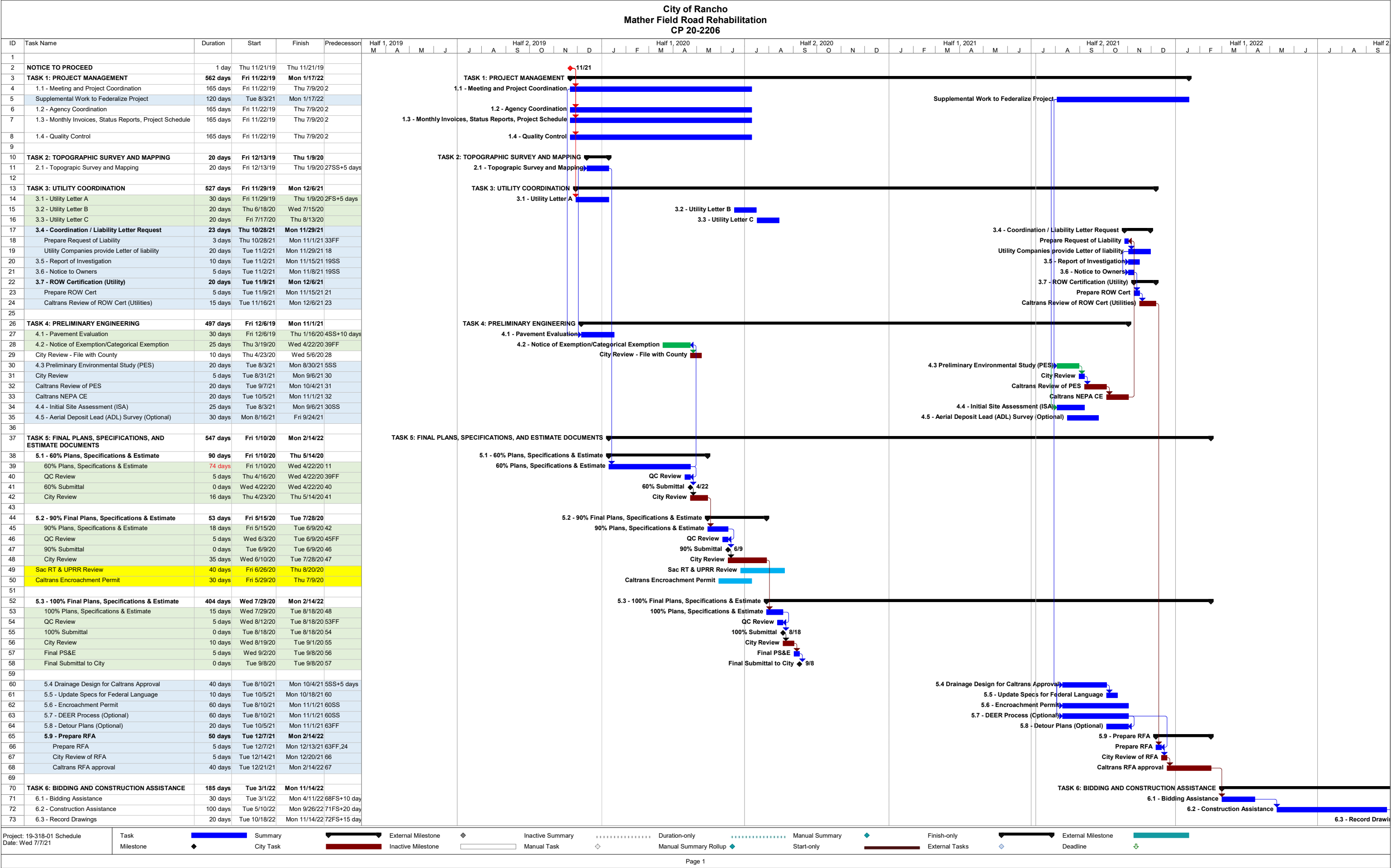


Fee Estimate	Project Manager IV 204 \$/hr		Engineer III 183 \$/hr		Engineer I 153 \$/hr		Administrative 80 \$/hr		BEN EN Subtotal		MISC. EXPENSES	GEOCON		GPA		TOTAL
	Qty	Cost	Qty	Cost	Qty	Cost	Qty	Cost	Qty	Cost		Contract	Contract	Contract	Contract	
Task 1: Project Management																
1.1 - Meetings and Project Coordination	4 hrs	\$816	hrs	\$0	hrs	\$0	hrs	\$0	4 hrs	\$816	\$0	\$0	\$1,416			\$2,232
1.2 - Agency Coordination	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
1.3 - Monthly Invoices, Status Report, and Project Schedule	4 hrs	\$816	hrs	\$0	hrs	\$0	8 hrs	\$640	12 hrs	\$1,456	\$0	\$0	\$0			\$1,456
1.4 - Quality Control	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
Subtotal	8 hrs	\$1,632	hrs	\$0	hrs	\$0	8 hrs	\$640	16 hrs	\$2,272	\$0	\$0	\$1,416			\$3,688
Task 2: Topographic Survey and Mapping																
2.1 - LIDAR Surveying and Mapping	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
Subtotal	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
Task 3: Utility Coordination ABC Process																
3.1 - Utility Letter A	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
3.2 - Utility Letter B	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
3.3 - Utility Letter C	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
3.4 - Coordination / Liability Letter Request	2 hrs	\$408	4 hrs	\$732	8 hrs	\$1,224	hrs	\$0	14 hrs	\$2,364	\$0	\$0	\$0			\$2,364
3.5 - Report of Investigation	4 hrs	\$816	8 hrs	\$1,464	16 hrs	\$2,448	hrs	\$0	28 hrs	\$4,728	\$0	\$0	\$0			\$4,728
3.6 - Notice to Owners	2 hrs	\$408	4 hrs	\$732	8 hrs	\$1,224	hrs	\$0	14 hrs	\$2,364	\$0	\$0	\$0			\$2,364
3.7 - ROW Certification (Utility)	4 hrs	\$816	4 hrs	\$732	hrs	\$0	hrs	\$0	8 hrs	\$1,548	\$0	\$0	\$0			\$1,548
Subtotal	12 hrs	\$2,448	20 hrs	\$3,660	32 hrs	\$4,896	hrs	\$0	64 hrs	\$11,004	\$0	\$0	\$0			\$11,004
Task 4: Pavement Evaluation, Preliminary Engineering, and Environmental Documents																
4.1 - Pavement Evaluation	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
4.2 - Notice of Exemption/Categorical Exemption	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
4.3 - Preliminary Environmental Study (PES)	2 hrs	\$408	4 hrs	\$732	hrs	\$0	hrs	\$0	6 hrs	\$1,140	\$0	\$0	\$13,973			\$15,113
4.4 - Initial Site Assessment (ISA)	hrs	\$0	2 hrs	\$366	hrs	\$0	hrs	\$0	2 hrs	\$366	\$0	\$7,478	\$0			\$7,844
4.5 - Aerial Deposit Lead (ADL) Survey (Optional)	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
Subtotal	2 hrs	\$408	6 hrs	\$1,098	hrs	\$0	hrs	\$0	8 hrs	\$1,506	\$0	\$7,478	\$13,973			\$22,957
Task 5: Final Plans, Specifications, and Estimate Documents																
5.1 - 60% Plans, Specifications & Estimate	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
5.2 - 90% Plans, Specifications & Estimate	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
5.3 - 100% Final Plans, Specifications, and Estimate	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
5.4 - Drainage Design for Caltrans approval	2 hrs	\$408	10 hrs	\$1,830	8 hrs	\$1,224	hrs	\$0	20 hrs	\$3,462	\$0	\$0	\$0			\$3,462
5.5 - Update Specs for Federal language	4 hrs	\$816	16 hrs	\$2,928	hrs	\$0	hrs	\$0	20 hrs	\$3,744	\$0	\$0	\$0			\$3,744
5.6 - Encroachment Permit	6 hrs	\$1,224	16 hrs	\$2,928	16 hrs	\$2,448	hrs	\$0	38 hrs	\$6,600	\$0	\$0	\$0			\$6,600
5.7 - DEER PROCESS (OPTIONAL)	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
5.8 - Detour Plans (OPTIONAL)	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
5.9 - Prepare RFA	8 hrs	\$1,632	8 hrs	\$1,464	hrs	\$0	hrs	\$0	16 hrs	\$3,096	\$0	\$0	\$0			\$3,096
Subtotal	20 hrs	\$4,080	50 hrs	\$9,150	24 hrs	\$3,672	hrs	\$0	94 hrs	\$16,902	\$0	\$0	\$0			\$16,902
Task 6: Bidding and Construction Assistance																
6.1 - Bidding Assistance	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
6.2 - Construction Assistance	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
6.3 - Record Drawings	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
Subtotal	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
PROJECT TOTAL	42 hrs	\$8,568	76 hrs	\$13,908	56 hrs	\$8,568	8 hrs	\$640	182 hrs	\$31,684	\$0	\$7,478	\$15,389			\$54,551
OPTIONAL TASKS:																
4.6 - OPTIONAL: Aerial Deposit Lead (ADL) Survey	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$11,644	\$0			\$11,644
5.7 - OPTIONAL: DEER Process (hours in addition to Task 5.6)	6 hrs	\$1,224	12 hrs	\$2,196	12 hrs	\$1,836	hrs	\$0	30 hrs	\$5,256	\$0	\$0	\$0			\$5,256
5.8 - OPTIONAL: Detour Plans	6 hrs	\$1,224	12 hrs	\$2,196	24 hrs	\$3,672	hrs	\$0	42 hrs	\$7,092	\$0	\$0	\$0			\$7,092
x--- OPTIONAL:	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	hrs	\$0	\$0	\$0	\$0			\$0
OPTIONAL TASKS TOTAL	12 hrs	\$2,448	24 hrs	\$4,392	36 hrs	\$5,508	hrs	\$0	72 hrs	\$12,348	\$0	\$11,644	\$0			\$23,992
PROJECT TOTAL with OPTIONAL REPLACEMENT TASKS	54 hrs	\$11,016	100 hrs	\$18,300	92 hrs	\$14,076	8 hrs	\$640	254 hrs	\$44,032	\$0	\$19,122	\$15,389			\$78,543

Additional Fee Information

- ▶ This fee estimate is valid for 90 days.
- ▶ This fee estimate contains an abbreviated list of staff classifications and does not restrict BEN|EN to those classifications. The Standard Rate Schedule with a full list of staff classifications is available upon request.
- ▶ Standard hourly rates do not apply to a demand to perform work during an overtime period. Work required to be performed during an overtime period (as mandated by California law) may be charged at a 50% premium. Work mandated by Prevailing Wage laws may be charged at a 25% premium.
- ▶ Hourly rates include all compensation for wages, salary-related benefits, overhead, general office administration, and profit. Direct project administrative hours will be billed at the rate shown above.
- ▶ Classifications may be added or removed as-needed without notice.
- ▶ Changes in the requested scope of work or projected schedule may result in the revision of the proposed fees and amendment to the total contract amount.

INITIALS:



MEMORANDUM



ITEM 9.3.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Albert Stricker, Public Works Director
Byron Tang, Senior Civil Engineer

SUBJECT: **A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT 64-2009-4 TO THE SACRAMENTO REGIONAL TRANSIT OPERATIONS AND MAINTENANCE AGREEMENT TO ADD MIDDAY SERVICE TO RANCHO CORDOVAN ROUTE 177 AS A TEN-MONTH PILOT PROJECT RESULTING IN AN INCREASE TO THE CONTRACT COST IN THE ESTIMATED AMOUNT OF \$115,084 BILLED TO THE CITY ON A TIME AND MATERIALS BASIS**

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of the Resolution will authorize the City Manager to execute Contract Amendment No. 64-2009-4 to the Sacramento Regional Transit Operations and Maintenance Agreement to add midday service to Rancho Cordovan Route 177 as a ten-month pilot project resulting in an increase to the contract cost in the estimated amount of \$115,084 billed to the city on a time and materials basis for FY 21/22. The new service would begin operation later this summer through June 30, 2022, unless made permanent by action of the Sacramento Regional Transit Board, following a 30-day public review and Title VI analysis. The City would retain its existing option, under the agreement, to decline to continue the agreement at the end of each fiscal year.

BACKGROUND

Under the existing agreement, which was approved in 2009 and last amended in 2019, the City contracts with Sacramento Regional Transit to support the operation of the Rancho CordoVan shuttle routes 175, 176, and 177. The last amendment extended the agreement through June 30, 2022, with seven additional option years (through June 30, 2029) which automatically take effect, unless the City notifies SacRT to discontinue the agreement. The current cost to run the

CordoVan service is approximately \$500,000 plus escalation per year funded through an annual property tax-based district controlled by the City (See attachment 2, Existing).

Rancho Cordovan Route 177 successfully serves the Zinfandel Corridor south of Folsom Boulevard (See Attachment 3 for route). At this time the route provides morning service approximately 6 AM to 9:30 AM, and afternoon service approximately 3:30 PM to 7 PM. The route does not provide midday service between 9:30 AM to 3:30 PM. The addition of midday service on this route would fill an important gap in the network. One of the existing shuttle buses that is already in service for the morning peak would remain in the field to provide the midday service and no new vehicles will be required. The additional cost associated with this 10-month pilot service enhancement is \$115,084 and is the purpose of this amendment (See attachment 2, Proposed). The service will go into effect later this summer. If the demonstration is successful and the City and RT agree to continue the service beyond FY 21/22, the total additional cost through June 30, 2029 is estimated at approximately \$1,160,000. Extension of the service beyond June 30, 2022 would be determined based on the performance during the pilot period and pending consideration and approval of the City Council.

Since revenue miles on Route 177 would increase by approximately 80 percent, this change is considered a major service change, and requires a 30-day public review and Title VI analysis to be approved permanently. The service would end June 30, 2022, unless subsequently made permanent by the SacRT Board, following a full 30-day public review and Title VI equity analysis, which staff plans on presenting in early 2022.

In addition to the above changes, but not a part of this contract amendment, the City will also be augmenting service along the Douglas Road Corridor. The #175 Rancho CordoVan serving the Anatolia/SunRidge Park area is being expanded to serve new communities in the vicinity of Americanos Boulevard and Cyprus Grove Drive. This expansion is cost-neutral, and the current hours of service will be maintained. See Attachment 3 for Inbound and Outbound routing.

The Rancho CordoVan is part of multifaceted transit service in the City that is provided in partnership with Regional Transit's network. Regional Transit has decided to make an important update to the Sunrise Boulevard corridor by adding a new Regional Transit bus route called the "#124 Sunrise Commuter" that will provide peak service to our business park and the Sunrise Light Rail Station for commuters from Fair Oaks and Orangevale. See Attachment 5 for the route map and schedule.

FISCAL IMPACT AND FUNDING SOURCE

The services and additional costs associated with new midday service to the 177 Route would be funded by transit-related services special tax collected in the areas along the service route. The current revenue stream is sufficient to provide for the additional service. There is no fiscal impact to the City's general fund.

ATTACHMENT(S)

1. Resolution
2. Cost Update

3. Proposed Schedule
4. CordoVan Anatolia Sunridge Park
5. Sunrise Commuter
6. Mather
7. SacRT 4th Amendment Service to Route 177 Contact 64-2009-4

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA, STATE OF CALIFORNIA, AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT 64-2009-4 TO THE SACRAMENTO REGIONAL TRANSIT OPERATIONS AND MAINTENANCE AGREEMENT TO ADD MIDDAY SERVICE TO RANCHO CORDOVAN ROUTE 177 AS A TEN-MONTH PILOT PROJECT RESULTING IN AN INCREASE TO THE CONTRACT COST IN THE ESTIMATED AMOUNT OF \$115,084 BILLED TO THE CITY ON A TIME AND MATERIALS BASIS

WHEREAS, the City received a grant from the Federal Transit Administration (FTA) to operate a public transit commuter shuttle service; and

WHEREAS, the parties entered into a Transit Operations and Maintenance agreement on June 11, 2009, under which Regional Transit agreed to operate the Shuttle Service on behalf of the City; and

WHEREAS, the City has requested that Regional Transit provide midday service on the existing Route 177; and

WHEREAS, the principal agreement as previously amended, provides authority to the City to request an increase in annual revenue vehicle hours; and

WHEREAS, the Parties desire to modify the terms of the principal agreement to allow for midday service on Route 177 and to modify the language related to future requests for service changes.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA does authorize the City Manager to execute contract amendment 64-2009-4 to the Sacramento Regional Transit Operations And Maintenance Agreement to add midday service to Rancho Cordovan Route 177 as a ten month pilot project and increase the contract cost in the estimated amount of \$115,084 billed to the City on a time and materials basis.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August 2021 by following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

ITEM 9.3.

ATTACHMENT 1

ATTEST:

Stacy Leitner, CMC
City Clerk

Garrett Gatewood, Mayor

ITEM 9.3. EXISTING

EXHIBIT C1 - COST PROPOSAL Third Amendment Service & Option Years

ATTACHMENT 2

City of Rancho Cordova Transit Commuter Service for Final Route (revised 04/24/19)										
Column	K	L	M	N	O	P	Q	R	S	T
Formula Component	Year ELEVEN 7/1/19-6/30/20	Year TWELVE 7/1/20-6/30/21	Year THIRTEEN 7/1/21-6/30/22	Year FOURTEEN Optional 7/1/22-6/30/23	Year FIFTEEN Optional 7/1/23-6/30/24	Year SIXTEEN Optional 7/1/24-6/30/25	Year SEVENTEEN Optional 7/1/25-6/30/26	Year EIGHTEEN Optional 7/1/26-6/30/27	Year NINETEEN Optional 7/1/27-6/30/28	Year TWENTY Optional 7/1/28-6/30/29
PRICING SUMMARY										
Rate Per RVH	\$87.21	\$89.48	\$91.81	\$94.20	\$96.64	\$99.16	\$101.74	\$104.38	\$107.09	\$109.88
Projected Annual Revenue Vehicle Hours	5,214	5,214	5,214	5,214	5,214	5,214	5,214	5,214	5,214	5,214
Annual Fixed Costs	\$25,333.58	\$25,561.58	\$25,791.53	\$26,023.75	\$26,257.97	\$26,494.30	\$26,732.74	\$26,973.34	\$27,216.10	\$27,461.04
Total Annual Costs	\$480,046.52	\$492,110.30	\$504,488.87	\$517,182.55	\$530,138.93	\$543,514.54	\$557,205.10	\$571,210.66	\$585,583.36	\$600,375.36

EXHIBIT C2 - COST PROPOSAL Fourth Amendment - Additional Service on Route 177

PROPOSED

City of Rancho Cordova Transit Commuter Service (Revised 5/24/21)										
Column	K	L	M	N	O	P	Q	R	S	T
Formula Component			Year THIRTEEN 7/1/21-6/30/22	Year FOURTEEN Optional 7/1/22-6/30/23	Year FIFTEEN Optional 7/1/23-6/30/24	Year SIXTEEN Optional 7/1/24-6/30/25	Year SEVENTEEN Optional 7/1/25-6/30/26	Year EIGHTEEN Optional 7/1/26-6/30/27	Year NINETEEN Optional 7/1/27-6/30/28	Year TWENTY Optional 7/1/28-6/30/29
PRICING SUMMARY										
Rate Per RVH			\$91.81	\$94.20	\$96.64	\$99.16	\$101.74	\$104.38	\$107.09	\$109.88
Projected Annual Revenue Vehicle Hours			6,468	6,675	6,675	6,675	6,675	6,675	6,675	6,675
Annual Fixed Costs			\$25,791.53	\$26,023.75	\$26,257.97	\$26,494.30	\$26,732.74	\$26,973.34	\$27,216.10	\$27,461.04
Total Annual Costs			\$619,572.71	\$654,761.65	\$671,281.65	\$688,337.72	\$705,796.37	\$723,657.65	\$741,988.31	\$760,855.10

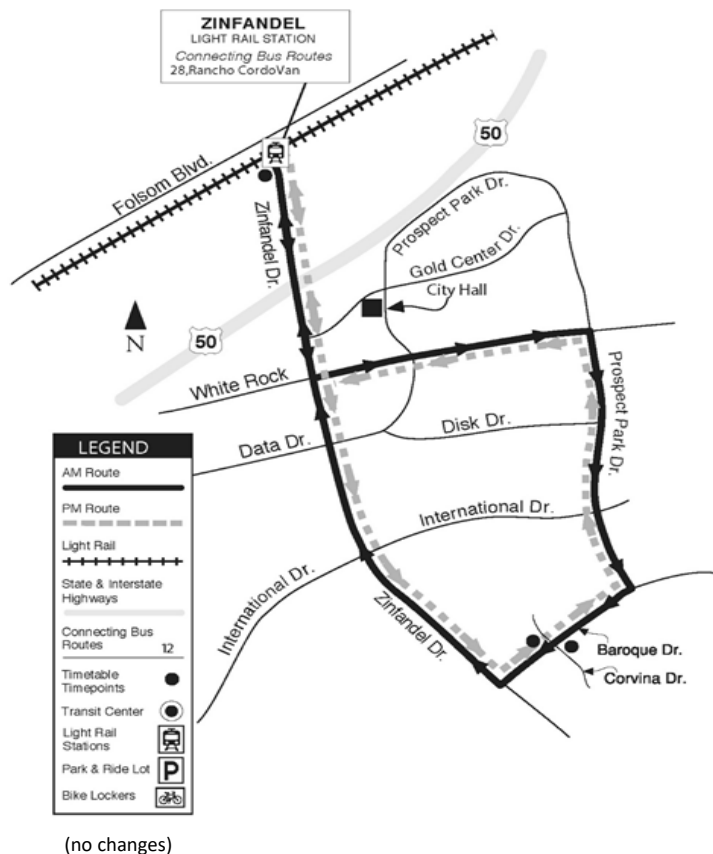
Proposed Schedule

EXHIBIT F

Route 177

Rancho CordoVan - Villages

Updated 5/24/21



Service Days:
Monday to Friday
(no changes)

Zinfandel Plaza	Baroque Corvina WB	Baroque Corvina EB	Zinfandel Plaza
5:54a	6:01a	-	6:06a
6:09a	6:16a	-	6:21a
6:24a	6:31a	-	6:36a
6:39a	6:46a	-	6:51a
6:54a	7:01a	-	7:06a
7:09a	7:16a	-	7:21a
7:24a	7:31a	-	7:36a
7:39a	7:46a	-	7:51a
7:54a	8:01a	-	8:06a
8:09a	8:16a	-	8:21a
8:24a	8:31a	-	8:36a
8:39a	8:46a	-	8:51a
8:54a	9:01a	-	9:06a
9:09a	9:16a	-	9:21
9:24a	9:31a	-	9:36a
9:54a	10:01a	-	10:06a
10:09a	10:16a	-	10:21a
10:24a	10:31a	-	10:36a
10:54a	11:01a	-	11:06a
11:09a	11:16a	-	11:21a
11:24a	11:31a	-	11:36a
11:54a	12:01p	-	12:06p
12:09p	12:16p	-	12:21p
12:24p	12:31p	-	12:36p
12:54p	-	1:01p	1:06p
1:09p	-	1:16p	1:21p
1:24p	-	1:31p	1:36p
1:54p	-	2:01p	2:06p
2:09p	-	2:16p	2:21p
2:24p	-	2:31p	2:36p
2:54p	-	3:01p	3:06p
3:09p	-	3:16p	3:21p
3:24p	-	3:29p	3:36p
3:39p	-	3:44p	3:51p
3:54p	-	3:59p	4:06p
4:09p	-	4:14p	4:21p
4:24p	-	4:29p	4:36p
4:39p	-	4:44p	4:51p
4:54p	-	4:59p	5:06p
5:09p	-	5:14p	5:21p
5:24p	-	5:29p	5:36p
5:39p	-	5:44p	5:51p
5:54p	-	5:59p	6:06p
6:09p	-	6:14p	6:21p
6:24p	-	6:29p	6:36p
6:39p	-	6:44p	6:51p
6:54p	-	6:59p	7:06p

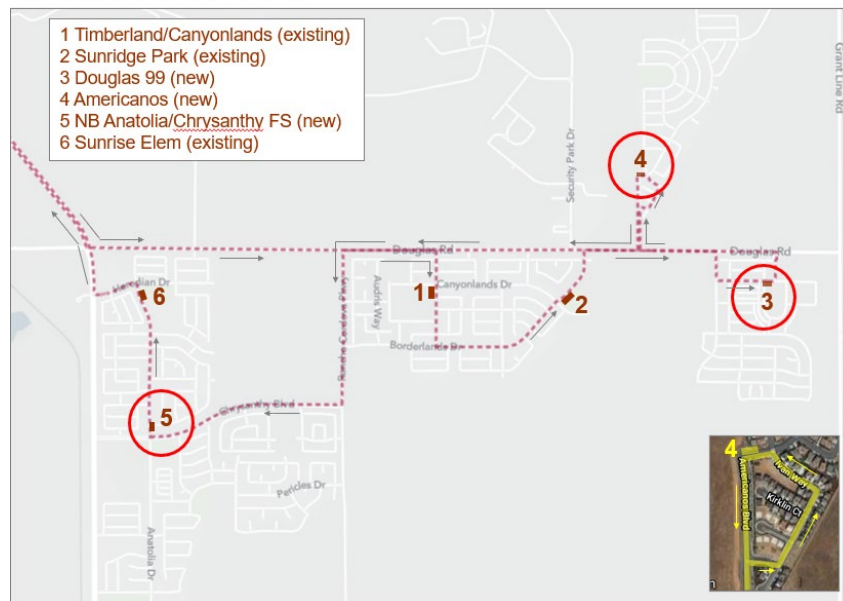
New Service - Effective 8/29/21

#175 CordoVan – Anatolia/Sunridge Park Route Expansion

Effective August 30, 2021

Subject to minor changes
Schedule adjustments not shown

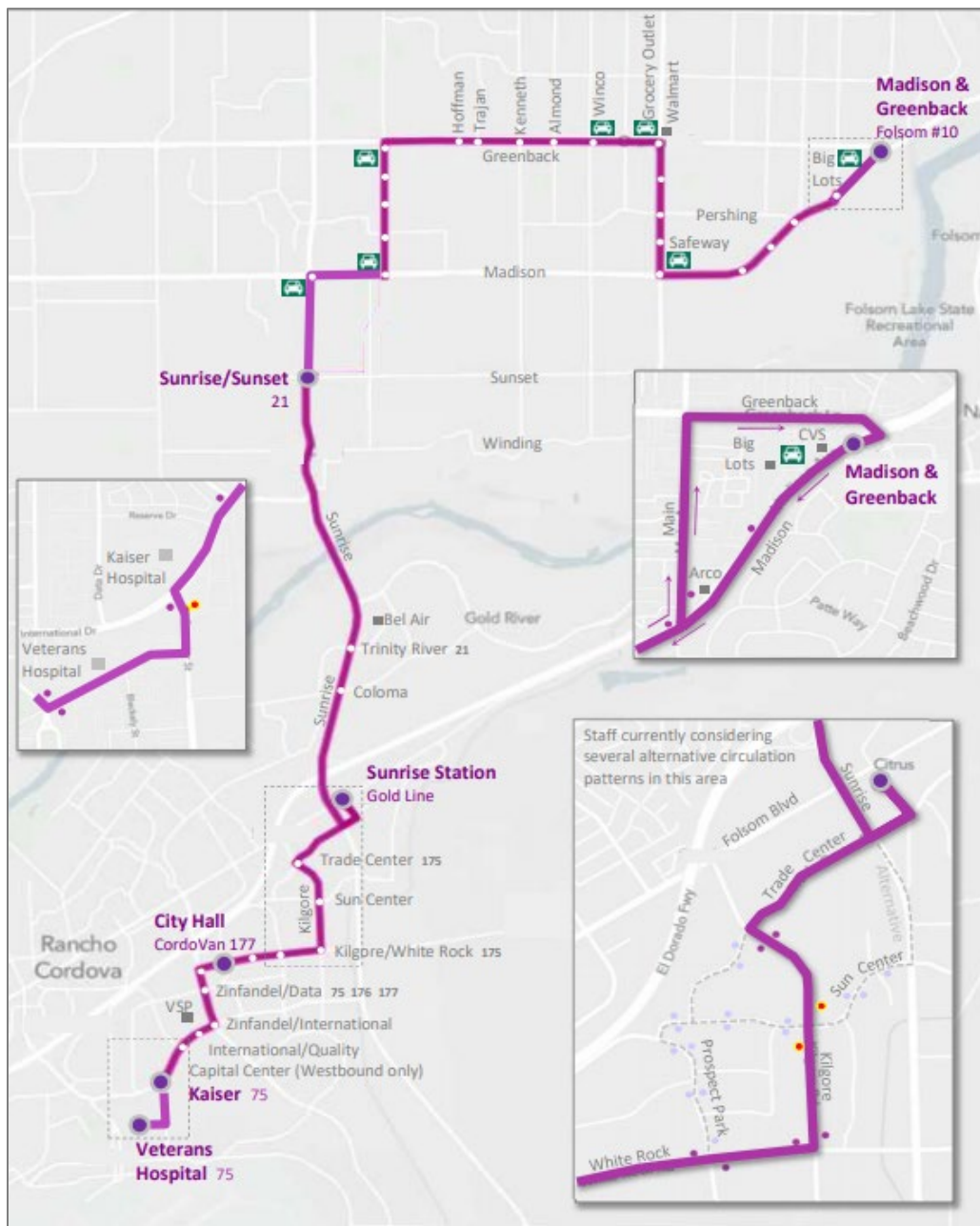
Morning Inbound Pick-up



Afternoon Outbound Drop-Off



#124 Sunrise Commuter New Bus Route for August 30, 2021



Stops and time points subject to minor changes

Morning	Fair Oaks		Rancho Cordova				Afternoon	Rancho Cordova				Fair Oaks	
	Madison Greenback	Sunrise Sunset	<u>Sunrise Station</u>	City Hall	Kaiser Hospital	Veterans Hospital		Veterans Hospital	Kaiser Hospital	City Hall	<u>Sunrise Station</u>	Sunrise Sunset	Madison Greenback
	5:42a	6:05a	6:16a	6:24a	6:28a	6:30a		4:13p	4:15p	4:20p	4:28p	4:40p	5:03p
	6:12a	6:35a	6:46a	6:54a	6:58a	7:00a		4:43p	4:45p	4:50p	4:58p	5:11p	5:34p
	6:42a	7:05a	7:16a	7:24a	7:28a	7:30a		5:13p	5:15p	5:20p	5:28p	5:41p	6:04p
	7:12a	7:35a	7:46a	7:54a	7:58a	8:00a		5:43p	5:45p	5:50p	5:58p	6:10p	6:33p
	7:42a	8:05a	8:16a	8:24a	8:28a	8:30a		6:13p	6:15p	6:20p	6:28p	6:39p	7:02p

#75 Mather Route Expansion

Effective August 30, 2021
Minor changes to schedule not shown



New Stops

Stop No.	Direction	Location
832	SB	Zinfandel Dr & Data Dr
3846	WB	International Dr & Zinfandel Dr

**FOURTH AMENDMENT TO TRANSIT OPERATIONS AND MAINTENANCE
AGREEMENT BETWEEN THE CITY OF RANCHO CORDOVA AND
SACRAMENTO REGIONAL TRANSIT DISTRICT**

THIS FOURTH AMENDMENT to the Transit Operations and Maintenance Agreement (the "Principal Agreement") made and entered into on June 11, 2009, between **SACRAMENTO REGIONAL TRANSIT DISTRICT**, a public corporation, therein referred to as "RT," and **CITY OF RANCHO CORDOVA**, a California municipal corporation, therein referred to as "CITY," (collectively referred to as the "PARTIES"), is made and entered into on _____, 2021.

RECITALS

WHEREAS, CITY received a grant from the Federal Transit Administration ("FTA") (Grant No. CA-95-X029-00) to operate a public transit commuter shuttle service ("Shuttle Service"); and

WHEREAS, the PARTIES entered into a Transit Operations & Maintenance Agreement (the "Principal Agreement") on June 11, 2009, under which RT agreed to operate the Shuttle Service on behalf of CITY; and

WHEREAS, CITY has requested that RT provide midday service on the existing Route 177; and

WHEREAS, the Principal Agreement, as previously amended, provides authority to the CITY to request an increase in annual revenue vehicle hours; and

WHEREAS, under the terms of the Fourth Amendment, CITY's financial obligations were capped based on the then-current annual revenue vehicle hours, precluding any additions to service without a corresponding reduction elsewhere; and

WHEREAS, the language in the Principal Agreement regarding changes in the scope of work must be modified to ensure that RT can comply with its regulatory obligations with respect to service changes.

WHEREAS, the PARTIES desire to modify the terms of the Principal Agreement to allow for midday service on Route 177 and to modify the language related to future requests for service changes.

WITNESS

NOW, THEREFORE, RT AND CITY DO MUTUALLY AGREE AS FOLLOWS:

Section 1: SCOPE OF WORK. For the period beginning on August 29, 2021 and terminating June 30, 2022, RT will provide additional midday service on Route 177 on a pilot basis as set forth in Exhibit F. Prior to April 30, 2022, RT will conduct a Title VI service equity analysis and determine whether the additional service set forth in Exhibit F can be continued consistent with RT's Major Service Change policy. If (a) the RT Board of Directors determines that the service can be continued consistent with the Major Service Change Policy; and (b) CITY notifies RT, in writing, not later than May 31, 2021, of its desire to continue the service beyond June 30, 2022, then the service will be continued and become part of the scope of work for the remaining Agreement term.

If either (a) the RT Board does not approve the service equity analysis; or (b) CITY does not provide the required notice, RT will discontinue the additional service effective as of July 1, 2022.

Section 2: MAXIMUM OBLIGATION. Section 4 of the Principal Agreement, entitled "Maximum Obligation," is hereby amended to read in its entirety as follows:

"CITY must pay RT consideration for its services as described in this Agreement. The maximum annual consideration to be paid by CITY to RT under the Principal Agreement for the first ten years of this Agreement, through FY 18/19, must not exceed the total consideration payable for each year

as shown in Exhibit C of the Principal Agreement.

“For fiscal years 19/20 through 20/21, the maximum annual consideration to be paid by CITY to RT must not exceed the total consideration payable for that year as shown in Exhibit C1, attached hereto and incorporated by this reference.

For fiscal year 21/22, the maximum annual consideration to be paid by CITY to RT must not exceed the total consideration payable for that year as shown in Exhibit C2, attached hereto and incorporated by this reference.

For fiscal years 22/23 to 28/29, the maximum annual consideration paid by CITY will be dependent on whether the RT Board authorizes, and CITY opts to continue, midday service on Route 177. If service is continued, the maximum annual consideration to be paid by CITY to RT must not exceed the total consideration payable for that year as shown in Exhibit C2. If midday service on Route 177 is not continued beyond June 30, 2022, the maximum annual consideration to be paid by CITY to RT must not exceed the total consideration payable for that year as shown in Exhibit C1.

RT is not obligated to provide, and CITY is not obligated to pay for, any services that would result in exceeding the maximum consideration for the relevant year as described in the foregoing paragraphs. All increases to the number of annual revenue service hours that would result in exceeding the maximum annual consideration will require an amendment to this Agreement.”

Section 3: CHANGES IN SCOPE OF WORK. Section 40 of the Principal Agreement, entitled “Changes in Scope-of-Work,” is hereby amended to read in its entirety as follows:

“CITY, without invalidating the Agreement, may request additions to, or deletion of, service hours and miles. CITY, without invalidating the Agreement, may order additions to, or deletions from, the work to be performed. CITY reserves the right to request modifications to the service at any time, including, but not limited to, extending deleting or adding routes, or parts of routes, and expanding or decreasing revenue hours.

Any requested additions or deletions to service will be subject to compliance with RT’s Service Change Policy adopted pursuant to Title VI of the federal Civil Rights Act, including the requirement for a public hearing, service equity analysis, and RT Board approval for major service changes. Service modifications not qualifying as “major service changes” can be approved by the General Manager/CEO, unless they require an amendment to increase the maximum obligation under the Agreement, which must be approved by the RT Board.”

Section 4: EFFECT. The effect of this Fourth Amendment to the Principal Agreement is modify the terms of the Principal Agreement to allow for midday service on Route 177 and to modify the language related to future requests for service changes.

Section 5: AMBIGUITIES. The parties have each carefully reviewed this Amendment and have agreed to each term of this Amendment. No ambiguity is presumed to be construed against either party.

Section 6: FULL FORCE AND EFFECT. To the extent not inconsistent herewith, all other terms and provisions of the Principal Agreement, as previously amended, remain the same and in full force and effect.

Section 7: AUTHORITY TO BIND. Each of the signatories to this Amendment represent that they are authorized to sign this Amendment on behalf of such party and that all approvals, resolutions and consents that must be obtained to bind such party have been obtained and that no further approvals, acts, or consents are required to bind such party to this Amendment.

Section 8: INTEGRATION. The Principal Agreement, as previously amended, and this Amendment embodies the entire agreement of the parties in relation to the scope of services herein described, and no other understanding whether verbal, written, or otherwise exists between the parties.

ITEM 9.3.

**ATTACHMENT 7
Contract No. 64-2009-4**

IN WITNESS WHEREOF, the parties have entered into this Fourth Amendment to the Principal Agreement on the day and year first hereinabove appearing.

CITY OF RANCHO CORDOVA

**SACRAMENTO REGIONAL
TRANSIT DISTRICT**

By: _____
CYRUS ABHAR, City Manager

By: _____
STEVE MILLER, Chair

By: _____
STACY LEITNER, CMC
City Clerk

By: _____
HENRY LI
General Manager/CEO

Approved as to Form:

Approved as to Legal Form:

By: _____
ADAM LINDGREN, City Attorney

By: _____
OLGA SANCHEZ-OCHOA
General Counsel

MEMORANDUM



ITEM 9.4.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Albert Stricker, Public Works Director
Edgar Medina, Principal Engineer

SUBJECT: **A RESOLUTION AUTHORIZING THE CITY MANAGER TO AWARD CONSTRUCTION CONTRACT NO. 2021-263 IN AN AMOUNT NOT TO EXCEED \$780,708.00 WITH WESTERN ENGINEERING FOR THE SOIL BORN FARMS PARKING LOT AND ACCESS DRIVEWAY IMPROVEMENTS PROJECT**

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of this resolution will authorize the City Manager to execute Contract No. 2021-263 in an amount not to exceed \$780,708.00 with Western Engineering Contractors Inc. for the Soil Born Farms Parking Lot and Access Driveway Improvements Project.

BACKGROUND

The Soil Born Farms Urban Agriculture & Education Project's mission is to create an urban agriculture and education project that empowers youth and adults to discover and participate in a local food system that encourages healthy living, nurtures the environment and grows a sustainable community. The goals that support that mission are, 1) Local Organic Food Production, 2) Community Education, 3) Food Access for All and 4) Reconnect with the Land.

In an effort to support the needs of Soil Born Farms, the Parking Lot Improvement Project begins at the facility's entrance off of Chase Drive and extends to existing unpaved parking lot. The Soil Born Farms parking lot, which is currently unpaved, will be paved and improved with lighting to provide approximately 60 new paved parking stalls. Site amenities will include a widened driveway, deer fence, an entry gate, post and cable railing, entry signs, drainage facilities and lighting.

Bids were solicited on the City's Website, CIPList.com and the Sacramento, Placer and El Dorado County Builders Exchanges on June 18, 2021. Bids for the project were publicly opened on Thursday, July 15, 2021. A total of 10 bids were received and staff determined Western Engineering Contractors, Inc. to be the lowest responsive and responsible bidder. The bid summary sheet is provided as Attachment 3.

The lowest responsive and responsible total bid amount was \$780,708.00. Staff recommends the award of the construction contract for the total bid amount of \$780,708.00 to Western Engineering Contractors, Inc.

The tentative project schedule is to begin construction in September 2021 and end construction in January/February 2022.

FISCAL IMPACT AND FUNDING SOURCE

Funding for this contract consists of \$692,461.00 from State Wildlife Conservation Board grants and \$88,247.00 is funded by the City of Rancho Cordova Community Enhancement Fund.

This project is included in the City's current approved Capital Improvement Plan and in the 2020/2021 budget adopted by Council on June 7, 2021.

ATTACHMENT(S)

1. Resolution
2. Contract No. 2021-263
3. Soil Born Farms Bid Summary

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA, STATE OF CALIFORNIA, AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT NO. 2021-263 IN AN AMOUNT NOT TO EXCEED \$780,708.00 WITH WESTERN ENGINEERING CONTRACTORS INC. FOR THE SOIL BORN FARMS PARKING LOT IMPROVEMENT PROJECT TO INCREASE SAFETY, POSITIVE IMAGE AND PROMOTE ECONOMIC OPPORTUNITIES

WHEREAS, the City solicited bids for the Soil Born Farms Parking Lot Improvement Project under the requirements of state law and publicly opened bids on July 15, 2021; and

WHEREAS, the lowest and responsive bidders is Western Engineering Contractors, Inc.; and

WHEREAS, the Project will pave a new parking lot, widen the driveway, install a deer fence, an entry gate, post and cable railing, entry signs, drainage facilities and lighting; and

WHEREAS, adoption of this Resolution will award construction Contract No. 2021-263 with Western Engineering Contractors, Inc. in an amount not to exceed \$780,708.00 for the Soil Born Farms Parking Lot Improvement Project; and

WHEREAS, the contract will consist of State Wildlife Conservation Board Grant Funds and Community Enhancement Funds; and

WHEREAS, this project was reviewed under the requirements of the California Environmental Quality Act and National Environmental Policy Act and an Initial Study and Mitigated Negative Declaration was approved on September 05, 2017.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA does authorize the City Manager to execute Contract No. 2021-263 in an amount not to exceed \$780,708.00 with Western Engineering Contractors, Inc., and in a form approved by the City Attorney.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August, 2021 by following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

ITEM 9.4.

ATTACHMENT 1

ATTEST:

Stacy Leitner, CMC
City Clerk

Garrett Gatewood, Mayor

**CONSTRUCTION SERVICES AGREEMENT BETWEEN THE CITY OF
RANCHO CORDOVA AND WESTERN ENGINEERING CONTRACTORS, INC.
FOR THE SOIL BORN FARMS PARKING LOT IMPROVEMENT PROJECT
CITY PROJECT NO: CELP21-002**

THIS AGREEMENT made and entered into between the City of Rancho Cordova ("City") and Western Engineering Contractors, Inc., ("Contractor") as of August 2, 2021.

WITNESSETH:

WHEREAS, the City Council for the City heretofore caused plans and specifications for Soil Born Farms Parking Lot Improvement Project ("Project") to be prepared, and therefore did approve and adopt said plans and specifications; and

WHEREAS, the City Council for the City did cause to be published for the time and in the manner required by law, a notice inviting sealed bids for the performance of said work; and

WHEREAS, the notice was published on June 18, 2021 in CIPList.com ("Notice"); and

WHEREAS, the Contractor, in response to such Notice, submitted to the City Council for the City within the time specified in said Notice, and in the manner provided for therein, a sealed bid for the performance of the Project specified in said plans and specifications, which said bid and proposal, and other bids and proposals submitted in response to said Notice, the City Council opened and canvassed in the manner provided by law; and

WHEREAS, the Contractor was the lowest responsible bidder for the performance of said Project, and said City Council for the City as a result of the canvass of said bids, did determine and declare Contractor to be the lowest responsible bidder for said Project and award to a contract therefore.

NOW THEREFORE, in consideration of the promises herein, it is mutually agreed between the parties hereto as follows:

Section 1. CONTRACT DOCUMENTS. The following documents are by this reference incorporated in and made a part of this Agreement: the Notice to Contractors; the Proposal; all required bonds; Special Provisions; the contract drawings; all addenda; the Sacramento County Standard Construction Specifications; the State of California Standard Specifications and Standard Plans dated 2018; and all supplemental Agreements covering alterations, amendments, or extensions to the contract. The documents which describe the work to be performed are sometimes collectively referred to herein as the Plans and Specifications

Section 2. SCOPE OF WORK. The Contractor will furnish all labor, materials, services, transportation, appliances, and mechanical workmanship required for Contract No. CELP21-002, as provided for and set forth in said Plans and Specifications, or in either of them, which said Plans and Specifications are hereby referred and by such reference incorporated herein and made a part of this Agreement. All of the said work done under this Agreement shall be under the supervision of and performed to the satisfaction of the Public Works Director of the City of Rancho Cordova who shall have the right to reject any and all materials and supplies furnished by the Contractor which do not comply with the Plans and Specifications, together with the right to require the Contractor to replace any and all work furnished by the Contractor which shall not either in workmanship or material be in strict accordance with the Plans and Specifications.

Section 3. COMPLETION. Said work shall be completed and ready for acceptance.

Section 4. PAYMENT. Attached hereto as Exhibit "A" and by reference made a part hereof, is the bid and proposal of Contractor. Said bid and proposal will contain, as required by the terms of said specifications, the full and complete schedule of the different items with the lump sums or unit prices as so specified. The City agrees in consideration of the work to be performed for the Project herein and subject to the terms and conditions thereof, to pay Contractor all sums of money which may become due to Contractor in accordance with the terms of the aforesaid bid and proposal, and this Agreement, to with: Seven Hundred Eighty Thousand Seven Hundred Eightdollars **(\$780,708.00)**. Said sum shall be in accordance with Section 8 of the Standard

Specifications. With respect to that portion of the above sum as is based upon the estimated quantities specified for the general scope of the work to be performed herein, actual payment will be based upon the quantities as measured upon completion. No payment made under this Agreement shall be construed to be an acceptance of defective work or improper materials.

Section 5. PREVAILING WAGES. Pursuant to the provisions of Articles 1 and 2 of Chapter 1, Part 7, Division II, of the Labor Code of the State of California, not less than the general prevailing rate of per diem wages, and not less than the general prevailing rate of per diem wages for holidays and overtime work, for each craft, classification or type of worker needed to execute the Project contemplated under this Agreement shall be paid to all workers, laborers and mechanics employed in the execution of said Project by Contractor, or by any subcontractor doing or contracting to do any part of said Project. The appropriate determination of the Director of the California Department of Industrial Relations is filed with, and available for inspection at 2729 Prospect Park Drive, Rancho Cordova, CA 95670, the office of the Clerk of the City. Contractor shall post, at each job site, a copy of such prevailing rate of per diem wages as determined by the Director for the California Department of Industrial Relations.

Section 6. INSURANCE. The Contractor shall carry and maintain during the life of this Agreement, such public liability, property damage and contractual liability, auto, worker's compensation and builders' risk insurance as required by the specifications.

Section 7. WORKERS' COMPENSATION CERTIFICATION. By execution of this Agreement, the Contractor certifies as follows:

"I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract."

Section 8. PERFORMANCE AND PAYMENT BONDS. The Contractor shall, before beginning said work for the Project, file two bonds with the City, each made payable to the City. These bonds shall be issued by a surety company authorized to do business in the State of California, and shall be maintained during the entire life of the Agreement at the expense of the Contractor. One bond shall be in the amount of one hundred percent (100%) of the Agreement and shall guarantee the faithful performance of the Agreement. The second bond shall be the payment bond required by California Civil Code Section 3247 et seq., and shall be in the amount of one hundred percent (100%) of the Agreement. Any alterations made in the specifications which are a part of this Agreement or in any provision of this Agreement shall not operate to release any surety from liability on any bond required hereunder and the consent to make such alterations is hereby given, and any surety on said bonds hereby waives the provisions of California Civil Code Sections 2819 and 2845.

ITEM 9.4.

Section 9. INDEMNIFICATION

9.1 Contractor's Performance. To the fullest extent permitted by law, Contractor shall indemnify, defend and hold harmless City, Sacramento County, and CA Wildlife Conservation Board their respective governing Boards, officers, directors, agents, employees and volunteers from and against any and all claims, demands, actions, losses, liabilities, damages, and all costs incidental thereto, including cost of defense, settlement, arbitration, and reasonable attorneys' fees arising out of, pertaining to, or resulting from the acts or omissions of anyone else directly or indirectly acting on behalf of the Contractor, or for which the Contractor is legally liable under law, regardless of whether caused in part by a party indemnified hereunder.

9.2 No Limitation of Liability for Indemnification. The indemnities set forth in this Section shall not be limited by the insurance requirements set forth in the Contract.

Section 10. MISCELLANEOUS PROVISIONS.

10.1 This Agreement shall bind and inure to the heirs, devisees, assignees, and successors in interest of Contractor and to the successors in interest of Contractor in the same manner as if such parties had been expressly named herein. All times stated herein or in the contract documents are of the essence hereof. As used in this instrument the singular includes the plural, and the masculine includes the feminine and the neuter. This Agreement may create a possessory interest subject to property taxation, and Contractor may be subject to the payment of property taxes levied on such interest.

10.2 Contract Administration. This Agreement shall be administered by Edgar Medina ("Contract Administrator"). All correspondence shall be directed to or through the Contract Administrator or his or her designee.

10.3 Notices. Any written notice to Contractor shall be sent to:

Josh Wertz
Western Engineering Contractors, Inc.
3171 Rippey Road
Loomis, Ca. 95650
jwertz@westeng.com (used for insurance update requests)]

Any written notice to City shall be sent to:

Edgar Medina
City of Rancho Cordova
Department of Public Works
2729 Prospect Park Drive
Rancho Cordova, CA 95670

10.4 IRS Form W-9. Contractor shall complete and submit Internal Revenue Service Form W-9 to the City before execution of this Agreement. The City's Finance Director shall have authority to waive this requirement.

ITEM 9.4

IN WITNESS WHEREOF, the City Council and Contractor have caused this Agreement to be executed as of the day and year first above written.

CITY OF RANCHO CORDOVA:

WESTERN ENGINEERING CONTRACTORS, INC.:

Cyrus Abhar, City Manager

Josh Wertz, Vice President

Date

Date

Attest:

Stacy Leitner, City Clerk

Date

Approved as to Form:

Adam U. Lindgren, City Attorney

Date

Exhibit A

SOIL BORN FARMS DRIVEWAY IMPROVEMENT PROJECT
EXTEND PRICE CORRECTION

CITY NO. CELP21-002

July 23, 2021

On July 15, 2021 Sealed Bids were submitted for the above reference project. Upon review of the sealed bids from the bidders, the City of Rancho Cordova has identified **Western Engineering Contractors, Inc** as the apparent low responsible and responsive bidder with a corrected total bid amount of **\$780,708.00**.

The contract amount was reviewed and corrected pursuant to the following language shown on Page 13 of the project Bid Forms.

“In the event that a product of a unit price and an estimated quantity does not equal the extended amount stated, the unit price will govern and the correct product of the unit price and estimated quantity shall be deemed to be the amount bid”

The corrected amounts are reflected in the following bid line items:

Item No.	Item Description	Bid Unit	Bid Quantity	Bid Unit Price	Bid Extended Cost	Corrected Extended Cost
1	Project Funding Sign	LS	1	\$1,660.00	\$1,600.00	\$1,660.00
6	Temporary Fence (Type ESA)	LF	1,360	\$ 4.50	\$6,052.00	6,120.00
46	6' Thermoplastic Traffic Stripe	LF	255	\$4.30	\$1,096.00	1,096.50
Adjustment Amount					+ \$128.50	

The total contract amount of \$780,708.00 reflects the \$128.50 adjustment:

Edgar Medina, P.E.
 Principal Engineer
 Public Works Department
 City of Rancho Cordova

BID SCHEDULE

The following quantities are approximate only and are given for the purpose of comparing proposals. The City does not expressly or by implication agree that the actual amount of work will correspond with quantities given herein, but reserves the right to increase or decrease the amount of any class or portion of the work as may be deemed necessary or advisable by the Director of Public Works.

Payment will be based upon the actual quantities installed or constructed, unless otherwise specified.

Soil Born Farms Parking Lot Improvement Project City Project No: CELP21-002 City of Ranch Cordova BID SCHEDULE						
Item No.	Final Pay Item (F)	Item Description	Unit of Measure	Quantity	Unit Price	Extended Amount
1		PROJECT FUNDING SIGN	LS	1	1,660.00	1,600.00
2		PREPARE STORM WATER POLLUTION PLAN	LS	1	3,400.00	3,400.00
3		CONSTRUCTION SITE MANAGEMENT	LS	1	6,300.00	6,300.00
4		WATER POLLUTION CONTROL	LS	1	13,000.00	13,000.00
5		CONSTRUCTION AREA SIGNS	LS	1	2,200.00	2,200.00
6		TEMPORARY FENCE (TYPE ESA)	LF	1360	4.50	6,052.00
7		CLEARING AND GRUBBING	LS	1	6,300.00	6,300.00
8		REMOVE TREE (18" AND UNDER)	EA	8	1,085.00	8,680.00
9		REMOVE TREE (OVER 18")	EA	3	1,300.00	3,900.00
10	(F)	ROADWAY EXCAVATION	CY	930	44.00	40,920.00
11		DECOMPOSED GRANITE	SQ FT	1510	7.15	10,796.50
12		IMPORTED TOPSOIL (BIOSWALE SANDY LOAM	CY	11	82.00	902.00
13		AGGREGATE BASE (CLASS 2)	CY	795	83.00	65,985.00
14		HOT MIX ASPHALT (TYPE A)	TON	725	83.00	60,175.00
15		HOT MIX ASPHALT (TYPE A) SPEED BUMP	TON	2	1,350.00	2,700.00
16		SLURRY SEAL	TON	8	2,940.00	23,520.00
17		MINOR CONCRETE (CURB TYPE 4 MOD)	LF	830	50.00	41,500.00
18		MINOR CONCRETE (CURB TYPE D-4)	LF	30	48.00	1,440.00
19		MINOR CONCRETE (RETAINING CURB)	LF	120	143.00	17,160.00
20		MINOR CONCRETE (CURB AND GUTTER) (VALLEY GUTTER)	LF	10	82.00	820.00
21		MINOR CONCRETE (CONCRETE BAND)	LF	52	50.00	2,600.00
22		RECONSTRUCT DRAINAGE INLET	EA	1	4,550.00	4,550.00

ITEM 9.4.

Exhibit A
ADDENDUM #3
07-09-2021ATTACHMENT 2
Contract No. 2021-263

Item No.	Item Cat	Item Description	Unit of Measure	Quantity	Unit Price	Extended Amount
23		PERMEABLE PAVER	SQ FT	725	46.00 J 71.00	33,350.00 J 51,475.00
24		RIVER ROCK (DRAINAGE INLET BASIN) (LABOR & TOOLS)	SQ FT	115	7.00	805.00
25		SAND BACKFILL (BIOSWALE)	CY	11	106.00	1,166.00
26		ROCK SLOPE PROTECTION FABRIC (CLASS 8)	SY	100	8.00	800.00
27		COBBLE STONES (LABOR & TOOLS)	SF	1130	2.00	2,260.00
28		4" PVC PIPE CONDUIT (SLEEVE)	LF	35	15.00	525.00
29		6" PVC PIPE CONDUIT (SLEEVE)	LF	35	18.00	630.00
30		8" PVC PIPE CONDUIT (SLEEVE)	LF	35	22.00	770.00
31		DETECTABLE WARNING SURFACE	SQ FT	20	82.00	1,640.00
32		DEER FENCE	LF	285	112.00	31,920.00
33		DEER FENCE GATE	EA	2	2,170.00	4,340.00
34		SWINGING GATE (AUTOMATIC)	LS	1	18,445.00	18,445.00
35		PIPE GATE	EA	2	10,850.00	21,700.00
36		REMOVABLE BOLLARD	EA	5	1,302.00	6,510.00
37		POST FENCE W/o CABLE	LF	500	60.55	30,275.00
38		REMOVE WOOD BOLLARDS	LS	1	4,250.00	4,250.00
39		REMOVE FENCE	LF	330	7.00	2,310.00
40		SALVAGE MAIN GATE	EA	1	1,855.00	1,855.00
41		REMOVE ROADSIDE SIGN	EA	3	79.00	237.00
42		SALVAGE ROADSIDE SIGN	EA	1	109.00	109.00
43		RELOCATE ROADSIDE SIGN	EA	4	217.00	868.00
44		ROADSIDE SIGN – ONE POST	EA	15	434.00	6,510.00
45		PARKING BUMPER (PRECAST CONCRETE)	EA	26	87.00	2,262.00
46		6' THERMOPLASTIC TRAFFIC STRIPE	LF	255	4.30	1,096.00
47		THERMOPLASTIC PAVEMENT MARKINGS	SQ FT	165	7.00	1,155.00
48		PAINTED PARKING STRIPE	LF	945	2.00	1,890.00
49		PAINTED STALL MARKINGS	SQ FT	370	4.00	1,480.00
50		ELECTRICAL & LIGHTING WORK	LS	1	146,100.00	146,100.00

ITEM 9.4.

Exhibit A
ADDENDUM #3
07-09-2021ATTACHMENT 2
Contract No. 2021-263

51	EXISTING IRRIGATION FACILITIES (TEST, DEMOLITION, AND MAINTENANCE)	LS	1	2,500.00	2,500.00
52	SUBSURFACE IRRIGATION SYSTEM	SF	2490	1.30	3,237.00
53	IRRIGATION PIPE AND WIRING	LS	1	8,600.00	8,600.00
54	1" REMOTE CONTROL VALVE	EA	4	445.00	1,780.00
55	8 STATION IRRIGATION CONTROLLER (PEDESTAL MOUNTED)	LS	1	3,300.00	3,300.00
56	MASTER VALVE / FLOW SENSOR	EA	1	1,600.00	1,600.00
57	GATE VALVE	EA	2	300.00	600.00
58	QUICK COUPLING VALVE	EA	2	250.00	500.00
59	TREE WELL SPRINKLER ASSEMBLY	EA	28	260.00	7,280.00
60	SOIL AMENDMENT	SF	3500	0.85	2,975.00
61	TOP SOIL	CY	64	117.00	7,488.00
62	PRUNING OF EXISTING TREES	LS	1	8,500.00	8,500.00
63	ROOT BARRIER	LF	710	17.00	12,070.00
64	PLANT GROUP U (TREES, 15 GALLON)	EA	14	180.00	2,520.00
65	PLANT GROUP B (SHRUBS, 5 GAL)	EA	150	33.00	4,950.00
66	PLANT GROUP A (GROUND COVER, 1-2 GALLON)	EA	630	13.00	8,190.00
67	MULCH, 3" DEEP	CY	33	90.00	2,970.00
68	HYDROSEEDING AND WILDFLOWER SEEDING	SF	1963	1.20	2,355.60
69	TURF REESTABLISHMENT	LS	1	2,700.00	2,700.00
70	LANDSCAPE MAINTENANCE (90 DAYS)	LS	1	2,000.00	2,000.00
71	MOBILIZATION	LS	1	14,705.40	14,705.40
TOTAL OF BID PRICE \$				780,580.00	
TOTAL OF BID PRICE IN WORDS				Seven hundred eighty thousand five hundred eighty and 00/100	

In the event that a product of a unit price and an estimated quantity does not equal the extended amount stated, the unit price will govern and the correct product of the unit price and estimated quantity shall be deemed to be the amount bid.

ALLOW = Allowance CY = Cubic Yard EA = Each LB = Pound LF = Linear Feet LS =
Lump Sum SQFT = Square Feet SQYD = Square Yard TON = Ton

ITEM 9.4.

ATTACHMENT 3



Soil Born Farms Parking Lot Improvement Project - Bid Summary
Rancho Cordova City Hall
2729 Prospect Park Drive, Rancho Cordova, CA 95670
July 15, 2021 at 2:00 p.m.

	Construction Contractor	Total Base Bid Amount	Proposal Signed	Contractors License	DIR Registration	Equal Employment	Public Contract Code	Experience / Qualifications Statement	Bidder's Bond	Non-Collusion	Debarment & Suspension	Addendum 1	Addendum 2	Addendum 3
A	Western Engineering Contractors	\$780,708.00 *	X	X	X	X	X	X	X	X	X	X	X	X
B	BRCO Constructors	\$852,982.00	X	X	X	X	X	X	X	X	X	X	X	X
C	Dutch Contracting	\$859,451.20 *	X	X	X	X	X	X	X	X	X	X	X	X
D	TJR Resources	\$873,708.00	X	X	X	X	X	X	X	X	X	X	X	X
E	Martin General Engineering	\$939,869.00	X	X	X	X	X	X	X	X	X	X	X	X
F	Sierra National Construction	\$940,526.10	X	X	X	X	X	X	X	X	X	X	X	X
G	Gabe Mendez, Inc.	\$950,766.80	X	X	X	X	X	X	X	X	X	X	X	X
H	Martin Brothers Construction	\$951,628.00	X	X	X	X	X	X	X	X	X	X	X	X
I	B&M Builders	\$1,131,407.55 *	X	X	X	X	X	X	X	X	X	X	X	X
J	AM Development	\$1,471,711.00 *	X	X	X	X	X	X		X	X	X	X	X

*Base Bid Reflects Confirmed and Verified Tabulated Sum of Unit Price Extensions

Attendees: Stacy Leitner, City Clerk
 Edgar Medina, Principal Engineer

Stacy Leitner, City Clerk

Date

7/19/21

MEMORANDUM



ITEM 9.5.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Albert Stricker, Public Works Director
Kristine Courdy, Associate Civil Engineer

SUBJECT: **A RESOLUTION AUTHORIZING THE PUBLIC WORKS DIRECTOR TO EXECUTE AGREEMENTS WITH CALIFORNIA DEPARTMENT OF TRANSPORTATION FOR A FISCAL YEAR 2021-22 SUSTAINABLE TRANSPORTATION PLANNING GRANT PROGRAM FOR THE CITYWIDE ROUNDABOUT FEASIBILITY STUDY & IMPLEMENTATION PLAN**

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of the Resolution will authorize the Public Works Director to execute agreements with Caltrans for the Sustainable Transportation Planning Grant Program for the Citywide Roundabout Feasibility Study & Implementation Plan.

BACKGROUND

The City of Rancho Cordova has been awarded \$154,928 for a Fiscal Year 2021-22 California Department of Transportation (Caltrans) Sustainable Transportation Planning Grant for the Citywide Roundabout Feasibility Study & Implementation Plan. One of the conditions of the grant award is that the governing board adopt a current resolution authorizing a representative to enter into agreements with Caltrans related to the grant.

Staff recommends that the City Council authorizes the Public Works Director to execute all agreements related to Fiscal Year 2021-22 Caltrans Sustainable Transportation Planning Grant Program for the Citywide Roundabout Feasibility Study & Implementation Plan.

Caltrans estimates that the grant agreements will be executed in winter of 2021 and we expect to complete this study by spring of 2023. Staff will present preliminary findings for Council and community input and direction prior to finalizing the study.

FISCAL IMPACT AND FUNDING SOURCE

Funding for the Citywide Roundabout Feasibility Study & Implementation Plan consists of \$154,928 from the Caltrans Sustainable Transportation Planning Grant Program and \$50,000 from Gas Tax for the delivery of this Project. This Project has no impact on the General Fund.

This Project is included in the City's current approved Capital Improvement Plan and is in the 2021/22 budget.

ATTACHMENT(S)

1. Resolution

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA, STATE OF CALIFORNIA, AUTHORIZING THE PUBLIC WORKS DIRECTOR TO EXECUTE AGREEMENTS WITH THE CALIFORNIA DEPARTMENT OF TRANSPORTATION FOR THE FISCAL YEAR 2021-22 SUSTAINABLE TRANSPORTATION PLANNING GRANT PROGRAM FOR THE CITYWIDE ROUNDABOUT FEASIBILITY STUDY AND IMPLEMENTATION PLAN

WHEREAS, the City has been awarded \$154,928 for a Fiscal Year 2021-22 California Department of Transportation (Caltrans) Sustainable Transportation Planning Grant for the Citywide Roundabout Feasibility Study & Implementation Plan; and

WHEREAS, one of the conditions of the grant award is that the governing board adopt a current resolution authorizing a representative to enter into agreements with Caltrans related to the grant.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA that the City Council authorizes the Public Works Director to execute all agreements related to Fiscal Year 2021-22 Caltrans Sustainable Transportation Planning Grant Program for the Citywide Roundabout Feasibility Study & Implementation Plan.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August 2021 by following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

ATTEST:

Garrett Gatewood, Mayor

Stacy Leitner, CMC
City Clerk

MEMORANDUM



ITEM 9.6.

DATE: August 2, 2021
TO: Honorable Mayor and Council Members
FROM: Stacy Delaney, Community Enhancement Analyst
SUBJECT: **A RESOLUTION AUTHORIZING THE CITY MANAGER, OR DESIGNEE, TO MAKE FINANCIAL ADJUSTMENTS TO COMMUNITY ENHANCEMENT FUND (MEASURE H) GRANT AWARDS AND CONTRACTS**

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of the Resolution will authorize the City Manager, or designee, to make adjustments to Community Enhancement Fund allocations when necessary for a variety of reasons, including unanticipated costs, project expansion or project reduction. This will assist City staff in achieving more efficient and expedited results with Community Enhancement Fund projects and programs.

BACKGROUND

In November 2014, Rancho Cordova voters approved Measure H, a 1/2-cent sales tax measure, referred to now as the Community Enhancement Fund.

The sales tax measure went into effect in April 2015 and the City began receiving the funds in June of 2015. The first Community Enhancement Fund projects were funded beginning in July of 2015.

Resolution 136-2015 was adopted by City Council in November 2015. The Resolution authorized the City Manager to make necessary adjustments to the project allocations for the current fiscal year and future fiscal years within the City Manager spending authorization limits. It also established the adjustment percentage by which a project allocation could change.

As we begin the seventh year of Community Enhancement Fund project allocations, an adjustment is being made to create one threshold for project allocations up to \$15,000 and

another threshold for project allocations over \$15,000. This is being done to more expeditiously process small overall changes. Neither threshold shall exceed the City Manager spending authorization limits.

FISCAL IMPACT AND FUNDING SOURCE

Any additional funding allocations associated with adjustments made will come from Community Enhancement Fund monies.

ATTACHMENT(S)

1. Resolution

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA,
STATE OF CALIFORNIA, AUTHORIZING THE CITY MANAGER, OR DESIGNEE, TO MAKE
NECESSARY ADJUSTMENTS TO COMMUNITY ENHANCEMENT FUND (MEASURE H)
ALLOCATIONS**

WHEREAS, in November 2014, Rancho Cordova voters approved Measure H, a 1/2-cent sales tax measure, which generates approximately \$10 million of annual revenue for the City's general fund; and

WHEREAS, the City held community meetings to hear ideas for projects to fund with Measure H, also known as the Community Enhancement Fund; and

WHEREAS, the City annually invites the community to submit applications to receive funding from the Community Enhancement Fund; and

WHEREAS, the City annually approves funding allocations for the Community Enhancement Fund; and

WHEREAS, the City Council now desires to authorize the City Manager, or designee, to make necessary adjustments to the project allocations for the current fiscal year and future fiscal years, within the spending authorization limits, to expedite the implementation of projects and programs funded through Community Enhancement Fund monies.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA HERBY RESOLVES THAT:

1. The City Manager, or designee, is authorized to make adjustments to Community Enhancement Fund project allocations (increases or decreases) as follows.

For allocations up to \$15,000:

- adjustments (individually or cumulatively) shall not exceed 50% of the total project allocation; and

For allocations over \$15,000:

- adjustments (individually or cumulatively) shall not exceed 30% of the total project allocation; and

- adjustments (individually or cumulatively) shall not exceed \$100,000, per project.

2. Adjustments may be made for a variety of reasons, including but not limited to, changes in

ITEM 9.6.

ATTACHMENT 1

project costs related to project materials, scope, or necessary staff time.

3. Adjustments should not significantly alter the project or program initially approved by the City Council, regardless of the percentage of monetary amount.

4. The City Manager, or designee, shall update the City Council on Community Enhancement Fund adjustments periodically.

5. The City Manager, or designee, shall produce an annual Community Enhancement Fund Citizen Report.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August 2021 by following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

ATTEST:

Garrett Gatewood, Mayor

Stacy Leitner, CMC
City Clerk

MEMORANDUM



ITEM 9.7.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Albert Stricker, Public Works Director

SUBJECT: **SECOND READING OF AN ORDINANCE APPROVING A SECOND AMENDMENT TO THE ARDA FOR THE ELLIOTT PORTION OF RIO DEL ORO TO SPECIFY DEVELOPER PARTICIPATION IN SUNRISE DRAINAGE IMPROVEMENTS AND IDENTIFY CITY AND ELLIOTT RESPONSIBILITIES FOR CONSTRUCTION OF WHITE ROCK ROAD GENERALLY FROM RANCHO CORDOVA PARKWAY TO COLLECTOR A**

RECOMMENDATION

Waive the second reading and adopt the Ordinance.

RESULT OF RECOMMENDED ACTION

Adoption of the Ordinance will approve a Second Amendment of the Amended and Restated Development Agreement relative to the 1,516-acre Elliott portion of Rio Del Oro to specify developer participation in Sunrise drainage improvements and identify City and Elliott responsibilities for construction of White Rock Road generally from Rancho Cordova Parkway to Collector A.

BACKGROUND

On September 19, 2016, City Council adopted the Amended and Restated Development Agreement (ARDA) for Elliott Homes relative to its 1,516 acres of the Rio Del Oro project. The ARDA included fee reductions to incentivize development.

On November 4, 2019, City Council adopted an ordinance readopting the amended and restated development agreement and affordable housing plan for the Elliott portion of Rio Del Oro and approving the First Amendment to the 169.7-acre Elliott Phase 1 portion of Rio Del Oro. The First Amendment identified City and Elliott responsibilities for construction of White Rock Road generally from Luyung Drive to Rancho Cordova Parkway, and adjusted certain fees to incentivize development.

Since that time, the City of Rancho Cordova has awarded a construction contract for improvements to White Rock Road generally between Fitzgerald Road and Collector A. Also, Elliott Homes has commenced grading and utility installation with Parcel 67, located generally southwest of the future intersection of White Rock Road and Rancho Cordova Parkway. And on June 7, 2021, City Council approved the Rio Del Oro Delivery Station Project No. DD10030 located northeast of the future intersection of Rancho Cordova Parkway and International Drive. To promote further economic development and support these projects, staff recommends that City Council approve this Second Amendment to the 1,516 acre ARDA property including:

1. Developer participation in Sunrise drainage improvements to reduce the potential for flooding near Monier Circle: In addition to completion of the drainage basin at lot G, The developer shall pay \$300,000 with recordation of each small lot subdivision map for lots 67A, 67B, and 67E (Total \$900,000). The participation will be utilized to partially fund planning, design and construction of improvements to reduce the potential for flooding on Sunrise Boulevard near Recycle Road. This condition applies to the 1,516 acre ARDA property.
2. City and Elliott responsibilities for construction of White Rock Road generally from Rancho Cordova Parkway to Collector A: In general, the City shall be responsible for building a five-lane roadway with median within those limits, and Elliott Homes shall reimburse the City for construction including, but not limited to, curb and gutter, certain drainage improvements, and signal improvements at Collector A. This condition applies to the 169.7 acre ARDA property.

See attached Site Map Attachment 3 for location information.

FISCAL IMPACT AND FUNDING SOURCE

Construction is funded through federal grants, development impact fees, and developer reimbursement. There is no impact to the City's general fund.

ATTACHMENT(S)

1. Ordinance
2. Exhibit A to the Ordinance - Second Amendment to ARDA Final
3. Rio Del Oro Site Map
4. Public Noticing Map
5. Mailing Labels for ARDA notice of Public Hearing

CITY OF RANCHO CORDOVA**ORDINANCE NO. XX-2021**

**AN ORDINANCE OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA
ADOPTING A SECOND AMENDMENT OF AMENDED AND RESTATED
DEVELOPMENT AGREEMENT BY AND BETWEEN
THE CITY OF RANCHO CORDOVA AND ALTA VISTA, LLC
RELATIVE TO THE RIO DEL ORO PROJECT**

THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA DOES ORDAIN AS FOLLOWS:**Section 1. Recitals.**

A. In order to strengthen the public planning process, encourage private participation in comprehensive planning and reduce the economic risk of development, the Legislature of the State of California adopted Section 65864, *et seq.*, of the Government Code (the "Development Agreement Statute"), authorizing the City, and any person having a legal or equitable interest in the real property, to enter into a development agreement and establish certain development rights in the property, which is the subject of the development project application. Pursuant to Government Code section 65868, development agreements may be amended by mutual assent of the parties.

B. The City and Alta Vista, LLC. ("Landowner") entered into an Amended and Restated Development Agreement (the "ARDA") which was approved by the City Council on November 4, 2019 and recorded on June 10, 2020.

C. The City and Landowner entered into the ARDA relative to development within a 1,516-acre portion of the Rio Del Oro Specific Plan Area as defined in the ARDA (the "Property").

D. The City and Landowner entered into a First Amendment of the ARDA ("First Amendment") that was approved by the City Council on November 4, 2019 and recorded on April 7, 2020.

E. The City and Landowner entered into the First Amendment relative to development within a 169.7-acre portion of the Property as defined in the First Amendment ("First Amendment Property").

F. Pursuant to Government Code section 65868, the City and Landowner now wish to enter into a Second Amendment affecting the same Property that was the subject of the ARDA to revise the Parties' obligations with respect to drainage improvements along Sunrise Boulevard and White Rock Road improvements.

G. The adoption of this Second Amendment is exempt from CEQA under CEQA Guideline 15061(b)(3).

N. On July 19, 2021, the City Council, as the legislative body for purposes of Development Agreement approval, held a properly noticed public hearing pursuant to Government Code

section 65867 and considered all comments received in writing and all testimony received at the public hearing.

Section 2: Findings.

Therefore, on the basis of: (a) the foregoing recitals, which are hereby incorporated herein; (b) the City of Rancho Cordova's General Plan and General Plan EIR; (c) the Amended RDO Specific Plan; (d) the entitlements and CEQA approvals for Rio Del Oro; and (on the basis of the specific conclusions set forth below, the City Council finds and determines that:

A. The Second Amendment is consistent with the objectives, policies, general land uses and programs specified and contained in the City's General Plan in that: (a) The ARDA and the Second Amendment do not amend or revise the development standards in the Amended RDO Specific Plan; (b) The General Plan consistency findings made by the City Council in Ordinance No. 11-2019, 9-2016, 16-2010 and 33-2010, including the General Plan consistency analysis matrix are still accurate and relevant, and are incorporated herein by this reference as if set forth in full herein.

B. The Second Amendment will not be detrimental to the public interest, health, safety, convenience or welfare of the City in that the Project will proceed in accordance with all the programs and policies of the General Plan and the Amended RDO Specific Plan.

C. The City Council finds that the adoption of this Second Amendment is exempt from CEQA under CEQA Guideline 15061(b)(3).

D. The Second Amendment is consistent with and includes the substantive elements of Government Code sections 65864 through 65869.5, and has been processed consistent with all the procedural requirements thereof.

Section 3: Approval of Second Amendment of the Amended and Restated Development Agreement.

The City Council hereby approves the Second Amendment of the Amended and Restated Development Agreement, attached to this Ordinance and incorporated herein by reference as Exhibit A, and authorizes the City Manager to sign the amended Development Agreement after the effective date of this Ordinance.

Section 4: Recordation

Within ten (10) days after the Second Amendment to the Amended and Restated Development Agreement is executed by the City Manager, the City Clerk shall submit the amendment to the County Recorder for recordation.

Section 5: Severability.

If any section, subsection, clause or phrase of this Ordinance is for any reason held to be invalid or unconstitutional by the decision of a court of competent jurisdiction, it shall not affect the remaining portions of this Ordinance that can be given effect without the invalid provision and, to this end, the provisions of this Ordinance are severable. This City Council hereby declares that it would have adopted this Ordinance irrespective of the invalidity of any particular portion

ITEM 10.1.

ATTACHMENT 1

thereof and intends that the invalid portions should be severed and the balance of the Ordinance be enforced.

Section 6: Publication and Effective Date.

Within fifteen (15) days after adoption, a summary of this Ordinance shall be published once in the Grapevine Independent or the Sacramento Bee, a newspaper of general circulation printed and published in Sacramento County and circulated in the City of Rancho Cordova, in accordance with Government Code section 36933. This Ordinance shall take effect and be enforced thirty (30) days after its adoption.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova this ____ day of _____ 2021, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Garrett Gatewood, Mayor

ATTEST:

Stacy Leitner, CMC
City Clerk

LANDOWNER OFFICIAL BUSINESS
Document entitled to free recording
Government Code Section 6103

RECORDING REQUESTED BY
AND WHEN RECORDED MAIL TO:

City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670
Attn: City Clerk

(SPACE ABOVE THIS LINE RESERVED FOR RECORDER'S USE)

SECOND AMENDMENT OF
AMENDED AND RESTATED DEVELOPMENT AGREEMENT
BY AND BETWEEN
THE CITY OF RANCHO CORDOVA AND ALTA VISTA, LLC
RELATIVE TO THE RIO DEL ORO PROJECT

**SECOND AMENDMENT OF AMENDED AND RESTATED
DEVELOPMENT AGREEMENT BY AND BETWEEN
THE CITY OF RANCHO CORDOVA AND ALTA VISTA, LLC
RELATIVE TO THE RIO DEL ORO PROJECT**

This Second Amendment of the Amended and Restated Development Agreement ("Second Amendment") is entered into as of this [REDACTED] day of [REDACTED], 2021, by and between the CITY OF RANCHO CORDOVA, a municipal corporation ("City"), and ALTA VISTA, LLC, an Arizona limited liability company ("Landowner") pursuant to Sections 65864 through 65869.5 of the Government Code of California. City and Landowner are collectively referred to as the "Parties."

RECITALS

A. City and Landowner entered into an Amended and Restated Development Agreement (the "ARDA") which was approved by the City Council on November 4, 2019 and recorded on June 10, 2020, in the Official Records of Sacramento County as Document No. 202006101878. Except as otherwise defined herein, all capitalized terms used herein shall have the meanings ascribed thereto in the ARDA.

B. City and Landowner entered into the ARDA relative to development within a 1,516-acre portion of the Rio Del Oro Specific Plan Area as more precisely defined in Exhibits "A-1" and "A-2" of the ARDA (the "Property").

C. City and Landowner entered into a First Amendment of the ARDA ("First Amendment") which was approved by the City Council on November 4, 2019 and recorded on April 7, 2020, in the Official Records of Sacramento County as Document No. 202004070937.

D. City and Landowner entered into the First Amendment relative to development within a 169.7-acre portion of the Property as more precisely defined in Exhibits "A" and "B" of the First Amendment ("First Amendment Property").

E. This Second Amendment affects the Property as more precisely defined in Exhibit "A" and depicted on Exhibit "B" attached to this Second Amendment. For the sake of clarity, Exhibits "A" and "B" of this Second Amendment are the same as Exhibits "A-1" and "A-2" of the ARDA. This Second Amendment is authorized by Section 14.1 of the ARDA and shall run with the Property.

F. City and Landowner intend for this Second Amendment to revise the Parties' obligations with respect to drainage improvements along Sunrise Boulevard and White Rock Road improvements.

G. On [REDACTED], 2021, the City Council held a public hearing and introduced City Council Ordinance No. [REDACTED]-2021 approving this Second Amendment. City adopted City Council Ordinance [REDACTED]-2021 on [REDACTED], 2021. On [REDACTED], by Ordinance No. [REDACTED]-2021, the City Council found the adoption of this Second Amendment exempt from CEQA under CEQA Guideline 15061(b)(3).

NOW THEREFORE, THE PARTIES MUTUALLY AGREE AS FOLLOWS:

1. **Amendment of the ARDA.** The following sections and exhibits of the ARDA are hereby amended as follows:

1.1. **Revised Section 3.** The definitions set forth in Section 3 are hereby revised as follows:

1.1.1. The term "White Rock Road Construction Project – Rancho Cordova Parkway to Collector A" shall be added to read as follows: "White Rock Road Construction Project – Rancho Cordova Parkway to Collector A" shall mean City's construction of the section of White Rock Road depicted on Exhibit "C" attached to this Second Amendment and labeled "Built by City" from the White Rock Road/Rancho Cordova Parkway intersection to the eastern boundary of the Property pursuant to plans to be approved by City.

1.1.2. The term "White Rock Road Contribution" as set forth and defined in Section 3 is hereby deleted. For purposes of clarity, with respect to the First Amendment Property, the First Amendment previously deleted such defined term.

1.2. **Revised Section 10.** Section 10 is hereby amended and revised in its entirety to read as follows:

"10. Sunrise Boulevard Drainage Improvements. Landowner's obligations with respect to drainage improvements along Sunrise Boulevard shall be satisfied by Landowner's payment to City of Nine Hundred Thousand Dollars and No Cents (\$900,000.00) as follows: (1) prior to Landowner's recordation of a small lot final subdivision map for Parcel 67A as identified on Exhibit "D" attached to this Second Amendment or within thirty (30) days of the Effective Date, whichever occurs last, Landowner shall pay to City Three Hundred Thousand Dollars and No Cents (\$300,000.00); (2) prior to Landowner's recordation of a small lot final subdivision map for Parcel 67B as identified on Exhibit "D" attached to this Second Amendment or within thirty (30) days of the Effective Date, whichever occurs last, Landowner shall pay to City Three Hundred Thousand Dollars and No Cents (\$300,000.00); and (3) prior to Landowner's recordation of a small lot final subdivision map for Parcel 67E as identified on Exhibit "D" attached to this Second Amendment, Landowner shall pay to City Three Hundred Thousand Dollars and No Cents (\$300,000.00). City acknowledges that the payments described in this Section 10 and construction of the onsite drainage basin on large lot parcel 70 shall satisfy large lot map condition of approval 32 for Landowner and any and all small lot map condition(s) of approval relating to Sunrise Boulevard drainage for Landowner. In the event of any conflict between this Section 10 and any of the other Entitlements, this Section 10 shall control.

1.3. Revised Section 13.1. With respect to the First Amendment Property, City's and Landowner's rights and obligations, respectively, pursuant to Section 13.1 shall be governed by the First Amendment and, as such, Section 13.1 thereof shall not be amended or revised as set forth below for purposes of the First Amendment Property. With respect to all other portions of the Property, Section 13.1 is hereby amended and revised in its entirety to read as follows:

"13.1 White Rock Road Improvements. Landowner and City agree to complete improvements as summarized in this Section 13.1.

- A. City shall make diligent and reasonable efforts to commence the improvements described in this Section 13.1 by July 6, 2021. City acknowledges that the improvements described in this Section 13.1 substantially comply with and satisfy large lot map condition of approval 47 and any and all small lot map condition(s) of approval relating thereto. In the event of any conflict between this Section 13.1 and any of the other Entitlements, this Section 13.1 shall control.

i. Road/Signal Improvements

- a. City shall fund, permit, design, and construct the White Rock Road Construction Project – Rancho Cordova Parkway to Collector A, including but not limited to all surface improvements, grading, aggregate base, asphalt concrete, signal interconnect, striping, median and landscaping improvements. Landowner shall reimburse City for City's construction of the southern curb and gutter, and associated grading and aggregate base under the southern curb and gutter within the limits of the White Rock Road Construction Project – Rancho Cordova Parkway to Collector A as depicted in Exhibit "C" in the amount of one-hundred twenty-two and one-half percent (122.5%) of the reasonable hard construction costs of such improvements, as determined by the construction contract, within thirty (30) days of Landowner's receipt of an invoice from City.
- b. City shall fund, permit, design, and install all signal improvements associated with the White Rock Road/Collector A intersection. Landowner shall reimburse City for the same in the amount of one-hundred twenty-two and one-half percent (122.5%) of the reasonable hard construction costs of such improvements, as determined by the

construction contract, within thirty (30) days of Landowner's receipt of an invoice from City. Landowner shall be responsible for providing power to serve the signal as reasonably required for construction, testing and operation.

ii. Drainage Improvements

- a. City shall permit, design, and construct (i) the storm drain line within White Rock Road, (ii) the drainage inlets and laterals on the south side of White Rock Road, and (iii) associated improvements within the White Rock Road Construction Project – Rancho Cordova Parkway to Collector A. City shall fund the reasonable hard construction costs of such improvements using funding available for the same from City's road fee program and Zone 11-A drainage fee program. In the event the reasonable hard construction costs of such improvements exceed the funding available for same from City's road fee program and Zone 11-A drainage fee program, Landowner shall reimburse City in the amount of one-hundred twenty-two and one-half percent (122.5%) of such excess reasonable hard construction costs per the construction contract within thirty (30) days of Landowner's receipt of an invoice from City.
- b. City shall fund, permit, design and build drainage improvements on the north side of White Rock Road as necessary within the limits of the White Rock Road Construction Project – Rancho Cordova Parkway to Collector A.

1.4. Revised Exhibits. Exhibit "G" to the ARDA is hereby deleted. Except as noted below, Exhibit "H" to the ARDA is hereby deleted and shall be replaced with Exhibit "C" ("White Rock Road Cross Section") attached to this Second Amendment. For purposes of clarity, with respect to the First Amendment Property, the First Amendment previously deleted Exhibit "H" to the ARDA and replaced such exhibit with Exhibit "B" to the First Amendment. With respect to the First Amendment Property, City's and Landowner's rights and obligations, respectively, pursuant to Section 13.1 shall be governed by the First Amendment and, therefore, Exhibit "B" thereto.

2. Consistency with General Plan. The City Council has found and determined that this Second Amendment is consistent with the General Plan and the Rio Del Oro Specific Plan.

3. **Amendment Applicable to Property.** This Second Amendment applies to development of the Property and does not affect or apply in any manner with respect to the development of any other property within the Rio Del Oro Specific Plan Area.

4. **Amendment.** This Second Amendment amends, but does not replace or supersede, the ARDA and/or with respect to the First Amendment Property, the First Amendment, except as specified herein. As amended hereby with respect to the Property, the ARDA remains in full force and effect. As amended hereby with respect to the First Amendment Property, the First Amendment also remains in full force and effect.

5. **Incorporation of Recitals.** The Preamble, Recitals, and all exhibits attached hereto are incorporated into this Second Amendment as if set forth herein in full.

6. **Effective Date and Term of Second Amendment.** The Effective Date of this Second Amendment is [REDACTED], 2021 which is the effective date of City Ordinance No. [REDACTED], adopting this Second Amendment.

7. **City Manager Authorization.** City, a municipal corporation, has authorized this Second Amendment to be executed in two duplicate originals, each of which is deemed to be an original, by its City Manager and attested to by its City Clerk under the authority of Ordinance No. [REDACTED] adopted by the City Council on the [REDACTED] day of [REDACTED], 2021, and has caused this Second Amendment to be executed.

“CITY”

CITY OF RANCHO CORDOVA,
a municipal corporation

By: _____
Name: _____
Its: City Manager
Date: _____

“LANDOWNER”

ALTA VISTA, LLC
an Arizona limited liability company

By: _____
Name: Harry C. Elliott III
Its: President
Date: _____

ATTEST:

City Clerk

APPROVED AS TO FORM:

Adam U. Lindgren
City Attorney

Date: _____

EXHIBIT LIST

- | | |
|------------|--|
| Exhibit A: | Legal Description of Property |
| Exhibit B: | Depiction of Property |
| Exhibit C: | White Rock Road Cross Section |
| Exhibit D: | Depiction of Parcels 67A, 67B, and 67E |

EXHIBIT "A"
LEGAL DESCRIPTION
OF
PROPERTY

Parcel 1:

All that portion of Parcel 15, as shown on that certain Parcel Map filed March 4, 1980 in Book 55 of Parcel Maps, Page 29, Sacramento County Records, more particularly described as follows:

Tank Site No. 804:

Beginning at a point located within said Parcel 15 from which the Southwest corner of said Parcel 15 bears the following three (3) courses and distances: (1) South 00°53'20" West 2759.57 feet, (2) North 89°06'40" West 1070.18 feet, and (3) North 89°10'03" West 990.37 feet; thence from said point of beginning South 18°45'03" West 276.75 feet; thence North 71°14'57" West 146.50 feet; thence North 18°45'03" East 276.75 feet; thence South 71°14'57" East 146.50 feet to the point of beginning.

Also being described in Parcel C of that certain Lot Line Adjustment, Resolution No. 90-BLR-1632 recorded February 15, 1991 in Book 910215 page 1046, Official Records.

APN: 072-0370-046

Together with the right of ingress and egress upon, over and across an existing road 20 feet in width, the centerline of which is described as follows:

Beginning at a point located South 18°45'03" West 10.53 feet from the Northeast corner of the before described parcel of land; thence from said point of beginning South 89°25'42" East 51.48 feet; thence South 00°34'18" West 2749.88 feet to a point located on the Southerly boundary line of said Parcel 15.

Parcel 2:

All that portion of Parcel 15, as shown on that certain Parcel Map filed March 4, 1980 in Book 55 of Parcel Maps, Page 29, Sacramento County Records, more particularly described as follows:

Beta Area Well Site "A"- 805:

Beginning at a point located within said Parcel 15 from which the Southwest corner of said Parcel 15 bears the following three (3) courses and distances: (1) South 00°53' 20" West 2611.85 feet, (2) North 89°06'40" West 1119.19 feet, and (3) North 89°10'03" West 990.37 feet; thence from said point of beginning South 00°34'18" West 80.00 feet; thence North 89°25'42" West 70.00 feet; thence North 00°34'18" East 80.00 feet; thence South 89°25'42" East 70.00 feet to the point of beginning.

Also being described in Parcel D of that certain Lot Line Adjustment, Resolution No. 90-BLR-1632 recorded February 15, 1991 in Book 910215 Page 1046, Official Records.

APN: 072-0370-047

Together with the right of ingress and egress upon, over and across an existing road 20 feet in width, the centerline of which is described as follows:

ITEM 9.7.

Exhibit A to the Ordinance

Beginning at the Southeast corner of the before described parcel of land; thence from said point of beginning South 00°34'18" West 2531.88 feet to a point located on the Southerly boundary line of Parcel 15.

Parcel 3:

All that portion of Parcel 15, as shown on that certain Parcel Map filed March 4, 1980 in Book 55 of Parcel Maps, Page 29, Sacramento County Records, more particularly described as follows:

Beta Area Well Site "B"- 806:

Beginning at a point located within said Parcel 15 from which the Southwest corner of Parcel 15 bears the following three (3) courses and distances: (1) South 00°53'20" West 1156.48 feet, (2) North 89°06'40" West 1127.25 feet, and (3) North 89°10'03" West 990.37 feet; thence from said point of beginning South 00°34'18" West 80.00 feet; thence North 89°25'42" West 78.00 feet; thence North 00°34'18" East 80.00 feet; thence South 89°25'42" East 78.00 feet to the point of beginning.

Also being described in Parcel E of that certain Lot Line Adjustment, Resolution No. 90-BLR-1632 recorded February 15, 1991 in Book 910215 Page 1046, Official Records.

APN: 072-0370-048

Parcel 4:

All that portion of Parcel 15 as said Parcel is shown on that certain Revised Parcel Map of "A Portion of Record of Surveys 12 R.S. 30 and 18 R.S. 4 and also being a Portion of Rancho Rio Del Los Americanos" filed in the office of the Recorder, County of Sacramento, State of California in Book 55 of Parcel Maps, Page 29, and being more particularly described as follows:

Beginning at the Northwest corner of said Parcel 15; thence from said point of beginning along the Westerly line of said Parcel the following five (5) courses: (1) South 07°44'05" West 30.44 feet, (2) South 06°36'05" East 3603.85 feet, (3) South 08°08'17" East 2073.42 feet, (4) South 08°47'03" East 2197.91 feet, and (5) South 08°48'24" East 419.75 feet to a point on the Westerly right-of-way line of Sunrise Boulevard, a County Road, as shown on said Parcel Map; thence along said right-of-way line South 39°18'38" East 4093.39 feet; thence South 89°10'03" East 990.37 feet; thence South 89°06'40" East 933.19 feet; thence North 00°53'20" East 2290.81 feet to a point on an existing fence line; thence along said fence line, the following fourteen (14) courses and distances: (1) North 89°32'35" West 367.46 feet, (2) North 89°24'25" West 402.97 feet; (3) North 00°30'05" East 722.15 feet, (4) North 00°34'11" East 608.94 feet, (5) North 87°30'22" West 39.63 feet, (6) North 00°50'49" East 225.19 feet, (7) North 71°12'32" West 459.31 feet, (8) North 18°32'48" East 299.22 feet, (9) North 18°43'33" East 581.68 feet, (10) North 18°52'10" East 260.18 feet, (11) North 87°29'23" East 30.58 feet, (12) North 86°35'54" East 79.74 feet, (13) North 87°23'08" East 104.15 feet, and (14) South 71°22'21" East 494.50 feet; thence North 00°53'20" East 4230.53 feet; thence North 90°00'00" West 1078.83 feet; thence North 04°03'36" West 192.34 feet; thence North 15°38'51" West 253.09 feet; thence North 10°48'50" West 497.39 feet; thence North 06°52'34" West 292.93 feet; thence North 05°51'41" West 169.64 feet; thence North 00°52'23" West 152.03 feet; thence North 72°06'34" East 146.02 feet; thence North 74°39'41" East 462.88 feet; thence North 85°19'48" East 66.67 feet; thence North 11°27'56" East 102.96 feet; thence North 03°39'36" West 197.73 feet; thence North 02°17'57" East 318.01 feet; thence North 01°15'08" East 494.52 feet; thence South 84°44'15" West 1242.18 feet; thence curving to the right on an arc having a radius of 3000.00 feet, said arc being subtended by a chord bearing South 88°53'53" West 435.31 feet; thence North 86°56'29" West 389.84 feet; thence curving to the left on an arc

ITEM 9.7.

Exhibit A to the Ordinance

having a radius of 1500.00 feet, said arc being subtended by a chord bearing South 87°03'12" West 313.85 feet, thence South 81°02'54" West 2579.08 feet to the point of beginning.

Excepting therefrom as a mineral interest, and not as a royalty interest, all of the minerals of every kind in, under, or that may be produced from the Real Property as reserved by Aerojet-General Corporation, an Ohio corporation in deed recorded November 18, 1997, in Book 971118, Page 810, Official Records; and excepting as a mineral interest, and not as a royalty interest, all oil, gas, hydrocarbons, and associated substances in, under, or produced and saved from the Real Property as reserved by Aerojet-General Corporation, an Ohio corporation in deed recorded November 18, 1997, in Book 971118, Page 810, Official Records; and excepting all water and rights, including, but not limited to all rights of access, to water lying below the surface of the Real Property as reserved by Aerojet-General Corporation, an Ohio corporation in deed recorded November 18, 1997, in Book 971118, Page 810, Official Records; provided, however, that Grantor, and its successors and assigns, shall not have the right for any purpose whatsoever to enter upon, into, or through the surface of the Real Property, or within one hundred (100) feet below, as measured vertically from, the surface of the Real Property.

Said land is also described in Lot 'A' of that certain Lot Line Adjustment Resolution No. 97 -BLS-0637 recorded November 18, 1997 in Book 971118 Page 807, Official Records.

APN: 072-0370-071

Parcel 5:

All that portion of Parcel 15 as said parcel is shown in Book 55 of Parcel Maps at Page 29 the Official Records of Sacramento County, being in the City of Rancho Cordova, County of Sacramento, State of California, and more particularly described as follows:

Beginning at the southerly most common corner of the property described in Book 20011130 at Page 1431 and Book 20080221 at Page 779 in the Official Records of Sacramento County, said point also being the southerly most common corner between Lot A and Lot B per the Lot Line Adjustment, Resolution No. 97 -BLS-0637 as recorded in Book 19971118 at Page 807 in the Official Records of Sacramento County; Thence, from the Point of Beginning, North 00°22'20" East, a distance of 2290.81 feet along the common line between said properties; Thence, South 89°56'25" West, a distance of 367.46 feet along said common line; Thence, North 89°55'25" West, a distance of 402.97 feet along said common line; Thence, North 00°00'55" West, a distance of 722.15 feet along said common line; Thence, North 00°03'11" East, a distance of 608.94 feet along said common line; Thence, North 88°01 '22" West, a distance of 39.63 feet along said common line; Thence, North 00°19'49" East, a distance of 225.19 feet along said common line; Thence, North 71°43'32" West, a distance of 459.31 feet along said common line; Thence, North 18°01 '48" East, a distance of 299.22 feet along said common line; Thence, North 18°12'33" East, a distance of 581.68 feet along said common line; Thence, North 18°21'10" East, a distance of 260.18 feet along said common line; Thence, North 86°58'23" East, a distance of 30.58 feet along said common line; Thence, North 86°04'54" East, a distance of 79.74 feet along said common line; Thence, North 86°52'08" East, a distance of 104.15 feet along said common line; Thence, South 71°53'21" East, a distance of 494.50 feet along said common line; Thence, North 00°22'20" East, a distance of 1401.37 feet along said common line; Thence, South 51°45'32" East, a distance of 723.29 feet; Thence, North 27°42'33" East, a distance of 850.47 feet; Thence, North 38°10'20" East, a distance of 125.00 feet; Thence, South 51°49'40" East, a distance of 453.85 feet;

ITEM 9.7.

Exhibit A to the Ordinance

Thence, on the arc of a curve to the right a distance of 498.28 feet, said curve has a central angle of 25°22'37" and a radius of 1125.00 feet;
 Thence, on the arc of a curve to the left a distance of 784.77 feet, said curve has a central angle of 46°07'00" and a radius of 975.00 feet;
 Thence, South 72°34'03" East, a distance of 651.82 feet;
 Thence, South 17°25'57" West, a distance of 25.00 feet;
 Thence, South 72°34'03" East, a distance of 856.47 feet;
 Thence, South 17°25'57" West, a distance of 1542.41 feet to the arc of a non-tangent curve having a radial bearing of South 42°47'17" West;
 Thence, on the arc of said non-tangent curve to the right a distance of 665.31 feet, said curve has a central angle of 19°03'35" and a radius of 2000.00 feet;
 Thence, South 28°09'08" East, a distance of 236.87 feet;
 Thence, North 79°02'16" West, a distance of 274.71 feet;
 Thence, on the arc of a curve to the left a distance of 1060.28 feet, said curve has a central angle of 108°28'52" and a radius of 560.00 feet;
 Thence, on the arc of a curve to the right a distance of 555.35 feet, said curve has a central angle of 58°55'26" and a radius of 540.00 feet;
 Thence, on the arc of a curve to the left a distance of 550.67 feet, said curve has a central angle of 50°28'53" and a radius of 625.00 feet;
 Thence, South 89°31'57" West, a distance of 682.58 feet to the arc of a non-tangent curve having a radial bearing of South 89°24'23" West;
 Thence, on the arc of said non-tangent curve to the right a distance of 135.81 feet, said curve has a central angle of 47°26'53" and a radius of 164.00 feet;
 Thence, on the arc of a curve to right a distance of 269.45 feet, said curve has a central angle of 27°49'00" and a radius of 555.00 feet;
 Thence, on the arc of a curve to the left a distance of 567.31 feet, said curve has a central angle of 08°53'18" and a radius of 3657.00 feet;
 Thence, on the arc of a curve to the left a distance of 614.63 feet, said curve has a central angle of 66°04'15" and a radius of 533.00 feet;
 Thence, South 00°17'18" East, a distance of 423.57 feet to the south line of said Parcel15;
 Thence, North 89°37'40" West, a distance of 418.60 feet along said south line to the Point of Beginning.

Excepting therefrom the following described parcels of land:

Exception A

All that property described as "Beta Area Well Site 'B'-806" in Book 820917 at Page 1513 in the Official Records of Sacramento County, being in the City of Rancho Cordova, County of Sacramento, State of California, and more particularly described as follows:

Commencing at the southerly most common corner of the property described in Book 20011130 at Page 1431 and Book 20080221 at Page 779 in the Official Records of Sacramento County, said point also being the southerly most common corner between Lot A and Lot B per the Lot Line Adjustment, Resolution No. 97 -BLS-0637 as recorded in Book 19971118 at Page 807 in the Official Records of Sacramento County; Thence, from the Point of Commencement, North 00°22'20" East, a distance of 1075.90 feet along the common line between said properties;
 Thence, South 89°37'45" East, a distance of 120.05 feet to the Point of Beginning;
 Thence, from the Point of Beginning, North 00°02'10" West, a distance of 79.89 feet;
 Thence, South 89°58'18" East, a distance of 78.00 feet;
 Thence, South 00°00'36" West, a distance of 79.95 feet;
 Thence, North 89°55'38" West, a distance of 77.93 feet to the Point of Beginning.

Exception B

All that property described as "Tank Site No. 804" in Book 820917 at Page 1513 in the Official Records of Sacramento County, being in the City of Rancho Cordova, County of Sacramento, State of California, and more particularly described as follows:

Commencing at the southerly most common corner of the property described in Book 20011130 at Page 1431 and Book 20080221 at Page 779 in the Official Records of Sacramento County, said point also being the southerly most common corner between Lot A and Lot B per the Lot Line Adjustment, Resolution No. 97 -BLS-0637 as recorded in Book 19971118 at Page 807 in the Official Records of Sacramento County; Thence, from the Point of Commencement, North 00°22'20" East, a distance of 2290.81 feet along the common line between said properties; Thence, North 18°24'30" West, a distance of 263.84 feet to the Point of Beginning; Thence, from the Point of Beginning, North 18°10'05" East, a distance of 276.73 feet; Thence, South 71°48'29" East, a distance of 146.44 feet; Thence, South 18°10'43" West, a distance of 276.46 feet; Thence, North 71°55'01" West, a distance of 146.39 feet to the Point of Beginning.

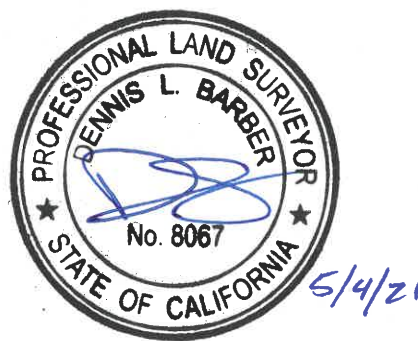
Exception C

All that property described as "Beta Area Well Site 'A'-805" in Book 820917 at Page 1513 in the Official Records of Sacramento County, being in the City of Rancho Cordova, County of Sacramento, State of California, and more particularly described as follows:

Commencing at the southerly most common corner of the property described in Book 20011130 at Page 1431 and Book 20080221 at Page 779 in the Official Records of Sacramento County, said point also being the southerly most common corner between Lot A and Lot B per the Lot Line Adjustment, Resolution No. 97 -BLS-0637 as recorded in Book 19971118 at Page 807 in the Official Records of Sacramento County; Thence, from the Point of Commencement, North 00°22'20" East, a distance of 2290.81 feet along the common line between said properties; Thence, North 26°40'21" East, a distance of 268.14 feet to the Point of Beginning; Thence, from the Point of Beginning, North 00°02'08" East, a distance of 79.98 feet; Thence, North 89°57'06" East, a distance of 70.00 feet; Thence, South 00°00'09" East, a distance of 80.01 feet; Thence, South 89°58'15" West, a distance of 70.05 feet to the Point of Beginning.

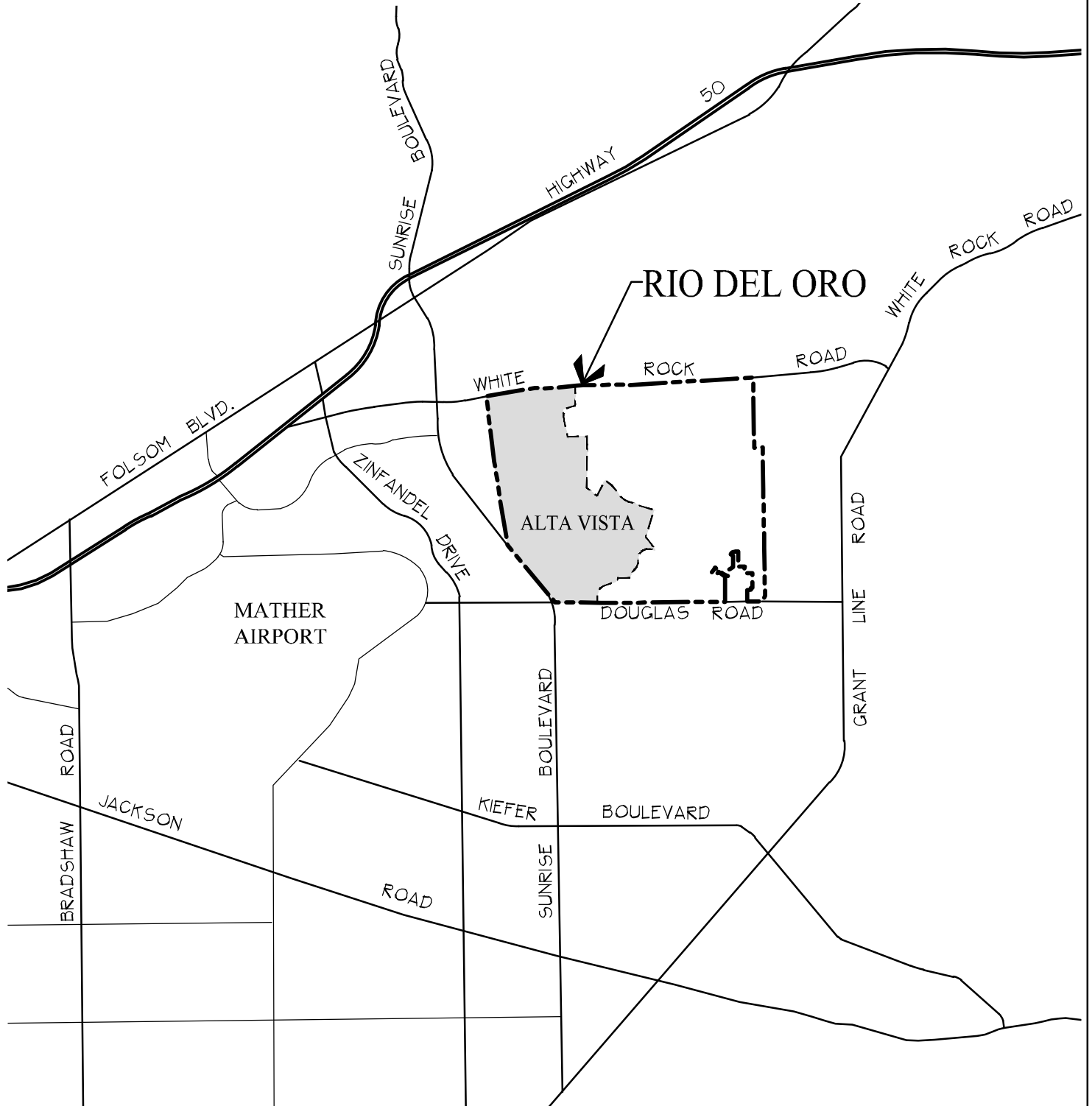
APN: 072-0370-102

END OF DESCRIPTION



PREPARED BY WOOD RODGERS, INC.
SACRAMENTO, CALIFORNIA

EXHIBIT B: DEPICTION OF PROPERTY



LEGEND

- RIO DEL ORO BOUNDARY
- OWNERSHIP BOUNDARY
- ALTA VISTA PROJECT AREA



ITEM 9.7.

EXHIBIT C Exhibit A to the Ordinance

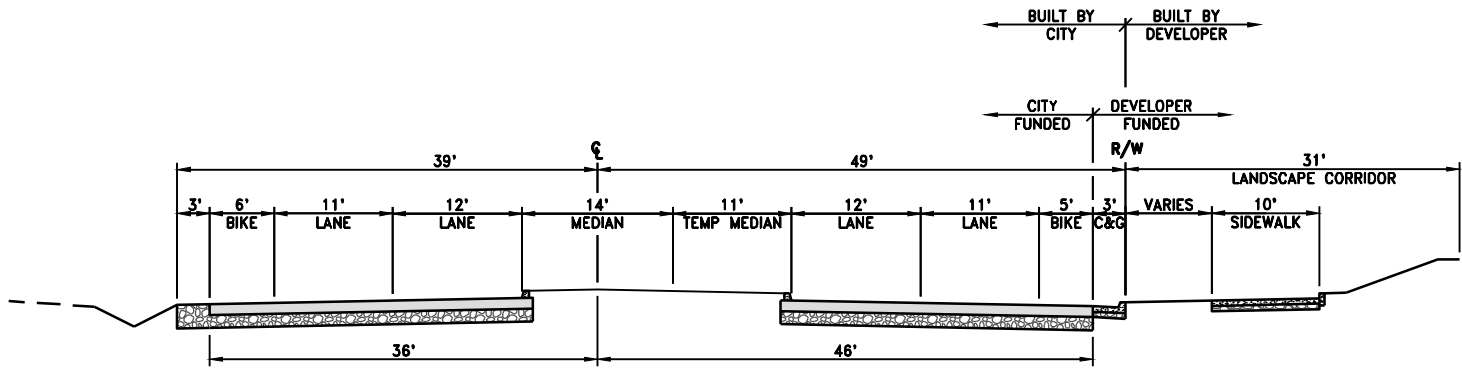
WHITE ROCK ROAD - RANCHO CORDOVA PARKWAY TO ALTA VISTA (ELLIOTT) BOUNDARY

ELLIOTT HOMES

RANCHO CORDOVA

CALIFORNIA

MAY 4, 2021



FOUR LANE ALTERNATIVE
NTS



WOOD RODGERS
BUILDING RELATIONSHIPS ONE PROJECT AT A TIME

231 VERNON STREET
ROSEVILLE, CA 95678

TEL 916.341.7760
FAX 916.341.7767

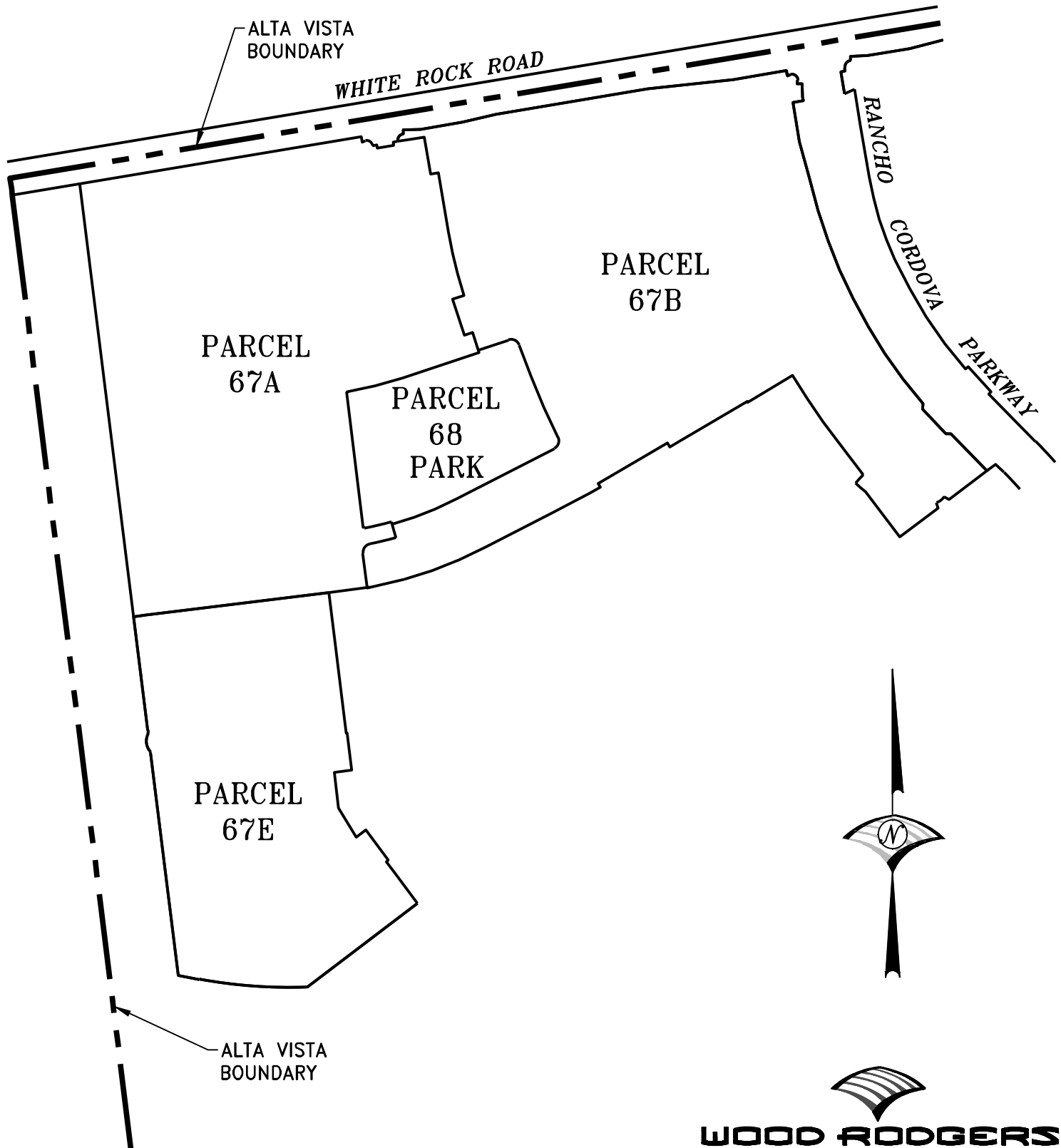
ITEM 9.7.

EXHIBIT D

Exhibit A to the Ordinance

DEPICTION OF PARCELS

67A, 67B & 67E



WOOD RODGERS
BUILDING RELATIONSHIPS ONE PROJECT AT A TIME

231 VERNON STREET
ROSEVILLE, CA 95678

TEL 916.341.7760
FAX 916.341.7767

ITEM 9.7.

ATTACHMENT 3

EXHIBIT 4: SITE MAP

RIO DEL ORO

CITY OF RANCHO CORDOVA, CALIFORNIA

This map illustrates the site location for the Rio Del Oro project in Rancho Cordova, California. The map features the following elements:

- Properties:** Two large properties are outlined. The '1516.0 ACRE PROPERTY' is bounded by a thick black line. The '169.7 ACRE PROPERTY' is outlined with a red dashed line and labeled in red text.
- Roads:** Major roads include White Rock Rd, Douglas Rd, Sunrise Blvd, and Chrysanthy Blvd. A collector road, Collector A, is also shown.
- Water Features:** The Rebel Hill Ditch Canal, Folsom South Canal, and Morrison Creek are depicted.
- Landmarks:** Mather Golf Course, Mather Regional Park, Argonaut Park, Sunrise Elementary, The Club House, Sandpiper Park, Sunridge Park, and Hillside Park are marked.
- Legend:** Located in the bottom right, it defines the symbols for Site Location (thick black line), First Amendment Property (red dashed line), and Rio Del Oro Project Boundary (dashed black line).
- Scale and Orientation:** A scale bar at the bottom left indicates distances from 0 to 4,000 feet. A north arrow is positioned in the bottom right corner.
- County:** Sacramento County is labeled in the upper right area of the map.

REBEL HILL DITCH CANAL

WHITE ROCK RD

RANCHO CORDOVA
PKWY

COLLECTOR A

**1516.0 ACRE
PROPERTY**

SUNRISE BLVD

DOUGLAS RD

HILLSIDE
PARK

A map showing the location of the Folsom South Canal and Morrison Creek. The canal is depicted as a dashed line, and the creek is shown as a solid line. The map is oriented with the canal running diagonally from the top left towards the bottom right, and the creek running parallel to it.

MATHER
GOLF
COURSE

MATHER
REGIONAL
PARK

ARGONAUT PARK
SUNRISE
ELEMENTARY



SUNRIDGE
PARK

CHRYSTANTH BLVD

THE CLUB
HOUSE

SANDPIPE

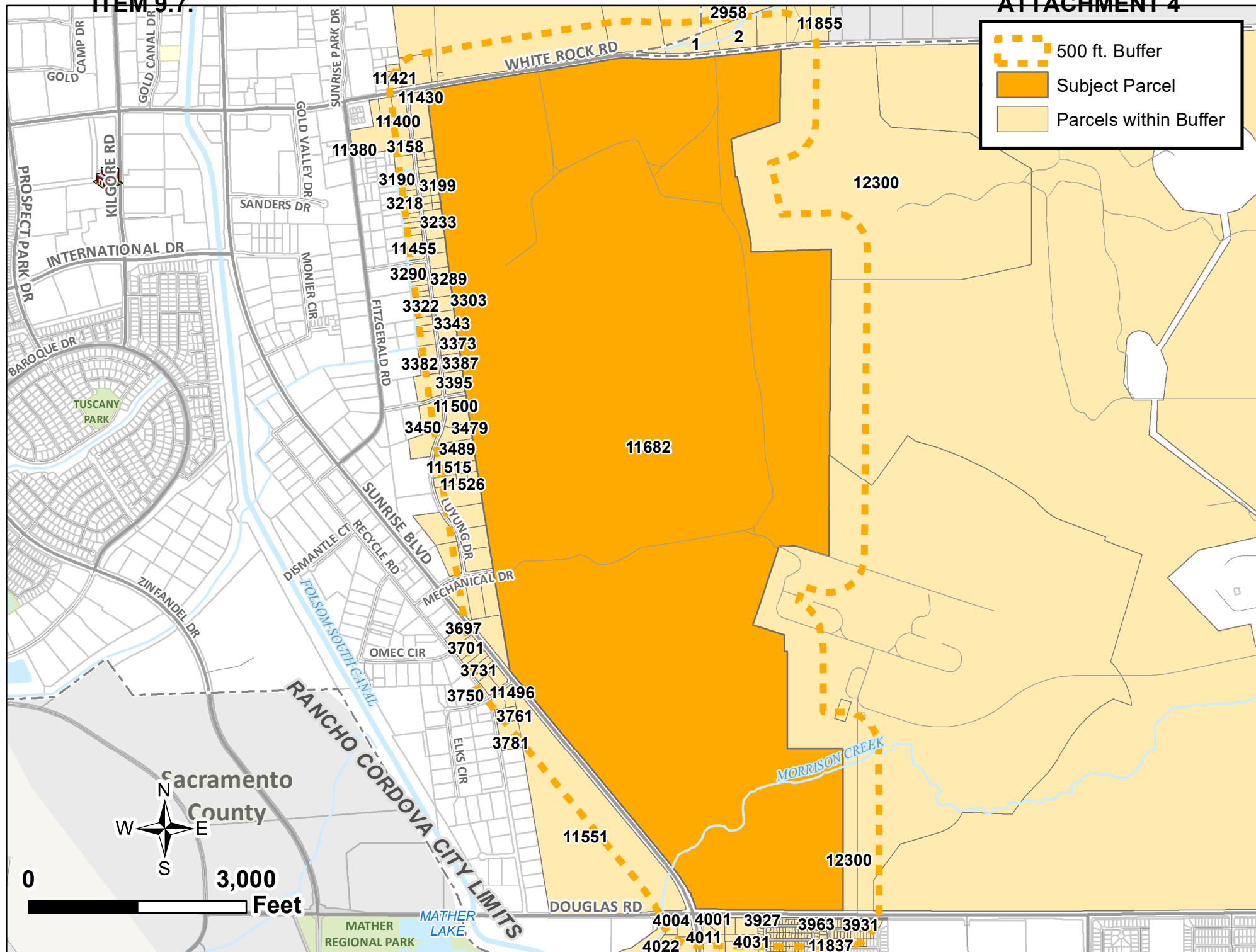
LEGEND

Site Location

First Amendment Property

 Rio Del Oro Project Boundary

N



ITEM 9.7.

067-0440-083-0000

2017 1 IH BORROWER LP
1717 MAIN ST STE 2000
DALLAS TX 75201

072-0231-134-0000

AEROJET ROCKETDYNE INC
PO BOX 1209
FOLSOM CA 95763

072-0370-046-0000

ALTA VISTA LLC
340 PALLADIO PKWY STE 521
FOLSOM CA 95630

067-0920-107-0000

ANDUJAR CECILIO BELENO III/MAY
LANIEN AGANO
3965 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-089-0000

ARCINEDA VICTOR/DELIA
3939 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0440-087-0000

ASTORGA EDWARD E/HUI WEN
3931 IRON GATE WAY
RANCHO CORDOVA CA 95742

072-0450-066-0000

BALBACHAS LUIZ ALFREDO
11390 GOLD DREDGE WAY
RANCHO CORDOVA CA 95742

072-0450-022-0000

BAUGH FAMILY TRUST
4000 PINEOAKIO DR
RESCUE CA 95672

067-0920-016-0000

BERNARD/JOY BETLACH REVOCABLE
LIVING TRUST
11797 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-106-0000

BLAUVELT CHELSEY D/CATLIN D
3963 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-075-0000

3181 LUYUNG DRIVE LLC
3181 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0920-099-0000

AGUSTIN VINCENT PAUL A/ETAL
3949 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-2370-001-0000

ANATOLIA MARKETPLACE LLC
7700 COLLEGE TOWN DR STE 118
SACRAMENTO CA 95826

072-0560-001-0000

APG PROPERTIES LLC
PO BOX 549
ELK GROVE CA 95759

067-0920-095-0000

ASABOR HENRIENTA O/CHARLES O
3941 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-072-0000

ATTOULEH FADI/JULIA
11869 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0920-022-0000

BATTINO DAVID R/HAZUKI K
369 N LEXINGTON DR
FOLSOM CA 95630

072-0450-023-0000

BAUGH FAMILY TRUST
4000 PINEOAKIO RD
RESCUE CA 95672

072-0450-107-0000

BIRD TERRY W/HOWELL L BIRD FAMILY
REVOCABLE TRUST
3140 GOLD CAMP DR 150
RANCHO CORDOVA CA 95670

067-0920-055-0000

BLAZIUS SHAWN/MICHELLE
2840 ROYAL DR
CAMERON PARK CA 95682

ATTACHMENT 5

072-0231-109-0000

AEROJET GEN CORP
PO BOX 13222
SACRAMENTO CA 95813

067-0920-054-0000

AHMAD MUHAMMAD/KIRAN
CHAUDRY
11777 PLATO WAY
RANCHO CORDOVA CA 95742
072-0450-086-0000
ANDRE ROBERT LEO/APRIL DENISE
8231 COUNTRY LAKE DR
ORANGEVALE CA 95662

067-0920-024-0000

ARCHULETA FRANK JAMES III/FRANK
JAMES JR
11781 SOCRATES WAY
RANCHO CORDOVA CA 95742
072-1200-002-0000
ASHWILL CABOT/JOANNA
3181 CAMERON PARK DR STE 105
CAMERON PARK CA 95682

067-0920-004-0000

AVENDANO JOSE ERNESTO
3936 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-005-0000

BAUGH FAMILY TRUST
4000 PINEOAKIO RD
RESCUE CA 95672

067-0920-082-0000

BEASLEY PAUL/RAYCHEL
3915 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-091-0000

BISIC SERGIU/RODICA
9878 BURLINE ST
SACRAMENTO CA 95827

067-0440-105-0000

BOGDAN FLAVIA S/CRISTIAN JABELEAN
3946 IRON GATE WAY
RANCHO CORDOVA CA 95742

ITEM 9.7.

067-0920-028-0000
BRANNON CHARLETTE
11773 SOCRATES WAY
RANCHO CORDOVA CA 95742

072-0500-041-0000
BRUNNER LANCE A/BETH A
11515 AEROTEC CT
RANCHO CORDOVA CA 95742

067-0920-036-0000
CADIENA EDWARD ALAN/MARIVIC
11786 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-015-0000
CHAMBERS ADAM/LAURIE
11799 SOCRATES WAY
RANCHO CORDOVA CA 95742

072-0560-050-0000
CHARLES C WENISCH REVOCABLE
LIVING TRUST
2012 EMPIRE MINE CIR
GOLD RIVER CA 95670

072-0500-059-0000
CLARK DAVID M/DENISE A
3310 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-045-0000
CORDOVA ENTERPRISES
PO BOX 990
EL DORADO CA 95623

072-0450-117-0000
CORSAIR MANAGEMENT LIMITED
PARTNERSHIP
5410 E LA PALMA AVE
ANAHEIM CA 92807

067-0030-051-0000
CSS PROPERTIES LLC
1508 EUREKA RD STE 230
ROSEVILLE CA 95661

072-0370-048-0000
CURRENT OCCUPANT
12300 WHITE ROCK RD
RANCHO CORDOVA CA 95742

067-0920-005-0000
BROWN CHRISTOPHER G/DAWN A
3938 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-098-0000
BRUSUELAS SELENA N/MICHAEL E
3974 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0920-038-0000
CAPERS WAYNE JR
11790 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-019-0000
CHAMBERS MALINDA F
11791 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0440-079-0000
CHENNURU RAVI K
1 HANDLEY CT
CRANBURY NJ 8512

067-0920-096-0000
COLLADO ROTCHIE AIDA D/LOUIE C
3943 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-112-0000
CORDOVA PARK AND RECREATION
DISTRICT
2729 PROSPECT PARK DR STE 230
RANCHO CORDOVA CA 95670

072-1200-001-0000
CR/R INCORPORATED
11292 WESTERN AVE
STANTON CA 90680

072-0450-079-0000
CULBRA LLC
3207 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR
RANCHO CORDOVA CA 95742

ATTACHMENT 5

067-0920-098-0000
BROWN JOSEPH
3947 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0231-045-0000
C R/R INC
PO BOX 125
STANTON CA 90680

067-0440-069-0000
CASTRO DONNA/DELMAR M JR
11857 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0920-023-0000
CHANEY CHRISTOPHER CARL JR/ETAL
11783 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0030-071-0000
CITY OF RANCHO CORDOVA
2729 PROSPECT PARK DR
RANCHO CORDOVA CA 95670

067-0920-012-0000
CORDERO VAN T/PHILIP V
3952 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-121-0000
CORDOVA RECREATION AND PARK
DISTRICT
2197 CHASE DR
RANCHO CORDOVA CA 95670

067-0920-021-0000
CRISOSTO NICHOLAS/GINA
11787 SOCRATES WAY
RANCHO CORDOVA CA 95742

072-0450-032-0000
CURRENT OCCUPANT
1961 GREENSPRINGS RD
RESCUE CA 95672

072-0450-110-0000
CURRENT OCCUPANT
3190 LUYUNG DR
RANCHO CORDOVA CA 95742

ITEM 9.7.

072-0450-107-0000
CURRENT OCCUPANT
3195 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-086-0000
CURRENT OCCUPANT
3203 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-067-0000
CURRENT OCCUPANT
3212 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-084-0000
CURRENT OCCUPANT
3219 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-113-0000
CURRENT OCCUPANT
3230 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-062-0000
CURRENT OCCUPANT
3242 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-090-0000
CURRENT OCCUPANT
3282 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-093-0000
CURRENT OCCUPANT
3298 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-054-0000
CURRENT OCCUPANT
3322 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-057-0000
CURRENT OCCUPANT
3346 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-108-0000
CURRENT OCCUPANT
3199 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-068-0000
CURRENT OCCUPANT
3206 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-085-0000
CURRENT OCCUPANT
3215 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-081-0000
CURRENT OCCUPANT
3223 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-105-0000
CURRENT OCCUPANT
3233 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-022-0000
CURRENT OCCUPANT
3259 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-024-0000
CURRENT OCCUPANT
3289 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-004-0000
CURRENT OCCUPANT
3303 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-055-0000
CURRENT OCCUPANT
3330 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-026-0000
CURRENT OCCUPANT
3358 LUYUNG DR
RANCHO CORDOVA CA 95742

ATTACHMENT 5

072-0450-069-0000
CURRENT OCCUPANT
3200 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-080-0000
CURRENT OCCUPANT
3211 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-066-0000
CURRENT OCCUPANT
3218 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-065-0000
CURRENT OCCUPANT
3224 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-114-0000
CURRENT OCCUPANT
3236 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-023-0000
CURRENT OCCUPANT
3277 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0450-091-0000
CURRENT OCCUPANT
3290 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-060-0000
CURRENT OCCUPANT
3304 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-006-0000
CURRENT OCCUPANT
3343 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-008-0000
CURRENT OCCUPANT
3373 LUYUNG DR
RANCHO CORDOVA CA 95742

ITEM 9.7.

072-0500-025-0000
CURRENT OCCUPANT
3374 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-010-0000
CURRENT OCCUPANT
3395 GOLD DREDGE WAY
RANCHO CORDOVA CA 95742

072-0500-040-0000
CURRENT OCCUPANT
3501 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0560-060-0000
CURRENT OCCUPANT
3715 RECYCLE RD
RANCHO CORDOVA CA 95742

072-0560-041-0000
CURRENT OCCUPANT
3750 RECYCLE RD
RANCHO CORDOVA CA 95742

067-0440-088-0000
CURRENT OCCUPANT
3935 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0440-080-0000
CURRENT OCCUPANT
3938 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0440-079-0000
CURRENT OCCUPANT
3942 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0920-014-0000
CURRENT OCCUPANT
3956 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-108-0000
CURRENT OCCUPANT
3967 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0500-024-0000
CURRENT OCCUPANT
3382 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-064-0000
CURRENT OCCUPANT
3450 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0560-009-0000
CURRENT OCCUPANT
3697 RECYCLE RD
RANCHO CORDOVA CA 95742

072-0560-061-0000
CURRENT OCCUPANT
3723 RECYCLE RD
RANCHO CORDOVA CA 95742

072-0560-001-0000
CURRENT OCCUPANT
3781 RECYCLE RD
RANCHO CORDOVA CA 95742

067-0440-002-0000
CURRENT OCCUPANT
3935 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0440-003-0000
CURRENT OCCUPANT
3939 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0440-004-0000
CURRENT OCCUPANT
3943 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0440-101-0000
CURRENT OCCUPANT
3962 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0920-112-0000
CURRENT OCCUPANT
3975 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 5

072-0500-009-0000
CURRENT OCCUPANT
3387 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0500-061-0000
CURRENT OCCUPANT
3479 LUYUNG DR
RANCHO CORDOVA CA 95742

072-0560-008-0000
CURRENT OCCUPANT
3701 RECYCLE RD
RANCHO CORDOVA CA 95742

072-0560-062-0000
CURRENT OCCUPANT
3731 RECYCLE RD
RANCHO CORDOVA CA 95742

067-0440-108-0000
CURRENT OCCUPANT
3934 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0440-107-0000
CURRENT OCCUPANT
3938 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0920-006-0000
CURRENT OCCUPANT
3940 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-005-0000
CURRENT OCCUPANT
3947 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0440-100-0000
CURRENT OCCUPANT
3966 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-1050-009-0000
CURRENT OCCUPANT
4000 SUNRISE BLVD
RANCHO CORDOVA CA 95742

ITEM 9.7.

067-2370-003-0000
CURRENT OCCUPANT
4001 SUNRISE BLVD
RANCHO CORDOVA CA 95742

067-2370-004-0000
CURRENT OCCUPANT
4011 SUNRISE BLVD
RANCHO CORDOVA CA 95742

067-1050-001-0000
CURRENT OCCUPANT
4030 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0500-044-0000
CURRENT OCCUPANT
10535 AEROTEC CT
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11395 GOLD DREDGE WAY
RANCHO CORDOVA CA 95742

072-1200-003-0000
CURRENT OCCUPANT
11417 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0450-072-0000
CURRENT OCCUPANT
11430 WHITE ROCK RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11496 REFINEMENT RD STE A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11500 GOLD DREDGE WAY # A
RANCHO CORDOVA CA 95742

072-0500-051-0000
CURRENT OCCUPANT
11526 AEROTEC CT
RANCHO CORDOVA CA 95742

067-1050-008-0000
CURRENT OCCUPANT
4004 SUNRISE BLVD
RANCHO CORDOVA CA 95742

067-2370-005-0000
CURRENT OCCUPANT
4021 SUNRISE BLVD
RANCHO CORDOVA CA 95742

067-2370-010-0000
CURRENT OCCUPANT
4031 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0450-117-0000
CURRENT OCCUPANT
11380 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0450-118-0000
CURRENT OCCUPANT
11400 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-1200-002-0000
CURRENT OCCUPANT
11419 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0560-050-0000
CURRENT OCCUPANT
11493 REFINEMENT RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11496 REFINEMENT RD STE B
RANCHO CORDOVA CA 95742

072-0500-048-0000
CURRENT OCCUPANT
11516 AEROTEC CT
RANCHO CORDOVA CA 95742

067-0030-002-0000
CURRENT OCCUPANT
11551 DOUGLAS RD
RANCHO CORDOVA CA 95742

ATTACHMENT 5

067-1050-002-0000
CURRENT OCCUPANT
4010 SUNRISE BLVD
RANCHO CORDOVA CA 95742

067-1050-007-0000
CURRENT OCCUPANT
4022 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0231-148-0000
CURRENT OCCUPANT
1 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0450-119-0000
CURRENT OCCUPANT
11390 WHITE ROCK RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11400 WHITE ROCK RD BLDG A
RANCHO CORDOVA CA 95742

072-1200-001-0000
CURRENT OCCUPANT
11421 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0560-056-0000
CURRENT OCCUPANT
11496 REFINEMENT RD
RANCHO CORDOVA CA 95742

072-0500-062-0000
CURRENT OCCUPANT
11500 GOLD DREDGE WAY
RANCHO CORDOVA CA 95742

072-0500-050-0000
CURRENT OCCUPANT
11525 AEROTEC CT
RANCHO CORDOVA CA 95742

072-0370-071-0000
CURRENT OCCUPANT
11682 WHITE ROCK RD
RANCHO CORDOVA CA 95742

ITEM 9.7.

CURRENT OCCUPANT
11760 DOUGLAS RD
RANCHO CORDOVA CA 95742

067-0920-026-0000
CURRENT OCCUPANT
11777 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-022-0000
CURRENT OCCUPANT
11785 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-041-0000
CURRENT OCCUPANT
11796 SOCRATES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11858 DOUGLAS RD
RANCHO CORDOVA CA 95742

072-0231-134-0000
CURRENT OCCUPANT
2958 OAKLAND AVE
RANCHO CORDOVA CA 95742

072-0450-032-0002
CURRENT OCCUPANT
3174 LUYUNG DR # 2
RANCHO CORDOVA CA 95742

072-0450-032-0005
CURRENT OCCUPANT
3174 LUYUNG DR # 5
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 2
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 5
RANCHO CORDOVA CA 95742

067-0920-056-0000
CURRENT OCCUPANT
11773 PLATO WAY
RANCHO CORDOVA CA 95742

067-0920-032-0000
CURRENT OCCUPANT
11778 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-037-0000
CURRENT OCCUPANT
11788 SOCRATES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11840 WHITE ROCK RD
RANCHO CORDOVA CA 95742

067-0440-074-0000
CURRENT OCCUPANT
11877 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3145 FITZGERALD RD
RANCHO CORDOVA CA 95742

072-0450-032-0003
CURRENT OCCUPANT
3174 LUYUNG DR # 3
RANCHO CORDOVA CA 95742

072-0450-032-0006
CURRENT OCCUPANT
3174 LUYUNG DR # 6
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 3
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 6
RANCHO CORDOVA CA 95742

ATTACHMENT 5

067-0920-055-0000
CURRENT OCCUPANT
11775 PLATO WAY
RANCHO CORDOVA CA 95742

067-0920-052-0000
CURRENT OCCUPANT
11781 PLATO WAY
RANCHO CORDOVA CA 95742

067-0920-020-0000
CURRENT OCCUPANT
11789 SOCRATES WAY
RANCHO CORDOVA CA 95742

072-0530-007-0000
CURRENT OCCUPANT
11855 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0231-109-0000
CURRENT OCCUPANT
2 WHITE ROCK RD
RANCHO CORDOVA CA 95742

072-0450-032-0001
CURRENT OCCUPANT
3174 LUYUNG DR # 1
RANCHO CORDOVA CA 95742

072-0450-032-0004
CURRENT OCCUPANT
3174 LUYUNG DR # 4
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 1
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3174 LUYUNG DR # 4
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3181 LUYUNG DR STE A
RANCHO CORDOVA CA 95742

ITEM 9.7.

CURRENT OCCUPANT
3181 LUYUNG DR STE B
RANCHO CORDOVA CA 95742

072-0450-021-0000
CURRENT OCCUPANT
3251 LUYUNG DR # E
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3251 LUYUNG DR STE C
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3271 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3358 LUYUNG DR # A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3395 LUYUNG DR STE A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3697 RECYCLE RD # 2
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3761 RECYCLE RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3761 RECYCLE RD # B
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3781 RECYCLE RD # 2
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3248 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3251 LUYUNG DR STE A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3251 LUYUNG DR STE D
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3283 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3358 LUYUNG DR # B
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3395 LUYUNG DR STE B
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3701 RECYCLE RD STE 1
RANCHO CORDOVA CA 95742

072-0560-003-0000
CURRENT OCCUPANT
3761 RECYCLE RD # A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3761 RECYCLE RD # C
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4005 SUNRISE BLVD
RANCHO CORDOVA CA 95742

ATTACHMENT 5

CURRENT OCCUPANT
3251 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3251 LUYUNG DR STE B
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3251 LUYUNG DR STE E
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3299 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3395 LUYUNG DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3697 RECYCLE RD # 1
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3701 RECYCLE RD STE 2
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3761 RECYCLE RD # A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
3781 RECYCLE RD # 1
RANCHO CORDOVA CA 95742

072-0450-032-0001
CZAJA FAMILY TRUST
8362 HILLGROVE ST
GRANITE BAY CA 95746

ITEM 9.7.

067-0920-052-0000
D R HORTON CA2 INC
2260 DOUGLAS BLVD STE 110
ROSEVILLE CA 95661

067-0440-066-0000
DEAN JESSICA/JOANNE/FRANK I HICKS
11845 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0920-035-0000
DIXON JOSEPH J/JULIE
11784 SOCRATES WAY
RANCHO CORDOVA CA 95742

072-0450-067-0000
EARL R & LINDA T LOBLEY REVOCABLE
TRUST
11980 ADORNO PL
SAN DIEGO CA 92128
072-0500-057-0000
EDWARD/JESSICA RINCON REVOCABLE
TRST
3900 ARDEN OAKS LN
SACRAMENTO CA 95864

067-0920-026-0000
EMCM REV LIVING TRUST
6650 CROWN POINT VIS
GRANITE BAY CA 95746

072-0450-062-0000
FALCONER INVESTMENT PROPERTIES
LLC
3621 GRANDVIEW CIR
SHINGLE SPRING CA 95682

067-0920-050-0000
FOREMAN BRANDIN WADE
11785 PLATO WAY
RANCHO CORDOVA CA 95742

067-0440-001-0000
GAMENG MARLON GARBIS
3931 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

072-0500-056-0000
GARRAHAN PROPERTIES LLC
3338 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0920-025-0000
DAI WEIPING/DAIWEI CHEN
11779 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0440-067-0000
DELOS ANGELES ALMARIO/MARIQUITA
11849 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0440-003-0000
DOMINIC/ANA LAFORGIA LIVING TRUST
BOX 821 CMR 427
APO AE 9630

072-0231-133-0000
EASTON DEVELOPMENT COMPANY LLC
PO BOX 1209
FOLSOM CA 95763

072-0450-032-0004
EDWARDS JOHN T
458 MITCHELL CT
FOLSOM CA 95630

067-0920-085-0000
ENGLISH DEVON J/TIFFANY L
3921 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0500-007-0000
FIVE STAR CONCRETE INC
3171 FITZGERALD RD
RANCHO CORDOVA CA 95670

067-0920-093-0000
FULLERTON BRIAN A/LAN NGUYEN
3937 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-003-0000
GANESH RAJKUMAR/KIRTANA
VASUDEVAN
3934 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-094-0000
GARY MATTHEW
3939 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 5

072-0560-060-0000
DDM DEVELOPMENT INC
PO BOX 1657
RANCHO CORDOVA CA 95741

067-0920-009-0000
DICKINSON AMY
3946 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-1050-002-0000
DS SUNRIDGE LP
325 W WASHINGTON ST 2148
SAN DIEGO CA 92103

072-0500-026-0000
EDWARD E CAMPBELL REVOCABLE
TRUST
PO BOX 3260
SAN JOSE CA 95156
067-0920-090-0000
EL GEREREY MUHAMED
ABDULARHMAN NASSER
3931 ARISTOTLE CIR
RANCHO CORDOVA CA 95742
072-0450-021-0000
ESTACIO-RAWLES PROPERTIES LLC
PO BOX 5
FOLSOM CA 95630

072-0500-023-0000
FOLSOM READY MIX INCORPORATED
3401 FITZGERALD RD
RANCHO CORDOVA CA 95742

067-0440-006-0000
GALSTYAN KRISTINE/MARO
NALBANDYAN
3951 RILEY ANTON WAY
RANCHO CORDOVA CA 95742
067-0920-100-0000
GARCIA VICTORIA K
3951 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0500-051-0000
GAVIDIGAVI INVESTMENTS LLC
5616 EL CAMINO AVE
CARMICHAEL CA 95608

ITEM 9.7.

067-0920-007-0000
 GEORGE BEENA/MICHAEL RAPHAEL
 3942 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

067-0920-101-0000
 GILL TARA L
 3953 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

072-0510-002-0000
 GOLDEN WHEEL CORPORATION
 1415 PASEO LA CRESTA
 PALOS VERDES E CA 90274

067-0920-040-0000
 HALE KEITH
 11794 SOCRATES WAY
 RANCHO CORDOVA CA 95742

067-0920-103-0000
 HANSON STEVEN J/CHERYL LYN
 CABRALES JAMES
 3957 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

067-0920-051-0000
 HESTER ROSHA KAY/KELVIN L SR
 11783 PLATO WAY
 RANCHO CORDOVA CA 95742

067-0440-109-0000
 HUYNH VIVIAN T
 3930 IRON GATE WAY
 RANCHO CORDOVA CA 95742

067-0440-104-0000
 IVERSON KELLY/ERIC
 3950 IRON GATE WAY
 RANCHO CORDOVA CA 95742

067-0920-042-0000
 JERRY L/DEBORAH J HARRIS REV LIVING
 TRUST
 11798 SOCRATES WAY
 RANCHO CORDOVA CA 95742

067-0920-033-0000
 JOUBERT WHITNEY/CHRISTOPHER
 11780 SOCRATES WAY
 RANCHO CORDOVA CA 95742

067-0920-111-0000
 GHALEB OMAR
 3973 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

072-0450-069-0000
 GIOVANETTI REVOCABLE TRUST
 2140 HICKOK RD
 EL DORADO HILL CA 95762

072-0510-003-0000
 GOLDEN WHEEL CORPORATION
 17705 S MAIN ST
 GARDENA CA 90248

072-0500-065-0000
 HALEY FAMILY L P
 3510 LUYUNG DR
 RANCHO CORDOVA CA 95742

067-0440-073-0000
 HAUPTMAN DAVID
 11873 WHITE RAIN WAY
 RANCHO CORDOVA CA 95742

072-0500-024-0000
 HOLTZMAN THOMAS W/NANCY
 3229 CALIFORNIA AVE
 CARMICHAEL CA 95608

067-0920-102-0000
 HYDO AMANDA
 3955 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

072-0500-058-0000
 JACQUEMAIN ENTERPRISES LLC
 3316 LUYUNG DR
 RANCHO CORDOVA CA 95742

072-0450-108-0000
 JONES 2004 FAMILY TRUST
 7540 SAN NITA WAY
 FAIR OAKS CA 95628

067-0920-087-0000
 KAMALANATHAN GURUMURTHY/VANI
 GURUMURTHY
 3925 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

ATTACHMENT 5

067-0920-010-0000
 GIANNONI STEVEN/HANNAH LEDOUX
 3948 ARISTOTLE CIR
 RANCHO CORDOVA CA 95742

072-0510-004-0000
 GOLDEN WHEEL CORPORATION
 1415 LOWER PASEO LA CRESTA
 PALOS VERDES CA 90274

072-0450-105-0000
 GREGORY D/CYNTHIA M JAMES
 REVOCABLE TRUST
 721 SHORELINE POINTE
 EL DORADO HILL CA 95762
 072-0500-005-0000
 HALEY FAMILY TRUST
 9237 CENTRAL AVE
 ORANGEVALE CA 95662

067-0920-034-0000
 HAYS CHARLES R/CYNTHIA
 11782 SOCRATES WAY
 RANCHO CORDOVA CA 95742

067-0920-018-0000
 HOVEY KELSEY
 11793 SOCRATES WAY
 RANCHO CORDOVA CA 95742

067-0440-111-0000
 IDLER JOSHUA C
 3922 IRON GATE WAY
 RANCHO CORDOVA CA 95742

067-0440-091-0000
 JENNINGS MARKUS/JENNINGS BRENDA
 RAMIREZ
 3947 IRON GATE WAY
 RANCHO CORDOVA CA 95742
 072-0450-110-0000
 JORGENSEN/SONS INCORPORATED
 2467 FOUNDRY PARK AVE
 FRESNO CA 93706

067-0920-108-0000
 KANT SHREE/PRIYANKA SHARMA
 5533 ALVELAIS DR
 UNION CITY CA 94587

ITEM 9.7.

072-0450-032-0002
KENT/TRACEY GASCH FAMILY TRUST
152 HOPFIELD DR
FOLSOM CA 95630

067-0440-065-0000
KING GLORIA
11841 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0440-081-0000
KOVALYOV NINA/DIMITRY
3934 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0920-002-0000
KUMAR SANIL/RASHMI
3932 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-085-0000
LAREDO HENRY A
206 CASCADE FALLS DR
FOLSOM CA 95630

072-0500-049-0000
LESNIEWSKI TRUST
4249 SWIFT CIR
SHINGLE SPGS CA 95682

072-0450-090-0000
LIN WAN MAK/YUET CHING MAK
REVOCABLE BYPASS T/ETAL
229 11TH AVE
SAN FRANCISCO CA 94118

072-0560-055-0000
MA INVESTMENTS
11492 REFINEMENT RD
RANCHO CORDOVA CA 95742

072-0450-093-0000
MARION 2002 REVOCABLE TRUST
788 FARMHOUSE WAY
FOLSOM CA 95630

067-0920-030-0000
MCCRICKARD KIMBERLY/ROBERT
11774 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0440-088-0000
KIM KWANG/SOON
1013 PINTAIL CIR
FOLSOM CA 95630

067-0920-037-0000
KISHKOVSKY NATASHA
MONIQUE/ALEXEY
10239 SUNOL WAY
SACRAMENTO CA 95827

067-0920-046-0000
KRONK MANDI AMELIA/KRISTOPHER
MICHAEL
11793 PLATO WAY
RANCHO CORDOVA CA 95742

067-0440-068-0000
KYLE AARON/KRISIA LARIENE LENEHAN
LIVING TRUST
11853 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0440-082-0000
LEE MI/WON CHOI
3930 RILEY ANTON WAY
RANCHO CORDOVA CA 95742

067-0920-006-0000
LI KUANGZHENG
221 COLLEGE AVE
PALO ALTO CA 94306

067-0920-045-0000
LOMBARD NATALIYA/SHAWN
11795 PLATO WAY
RANCHO CORDOVA CA 95742

072-0560-057-0000
MA INVESTMENTS
11494 REFINEMENT RD
RANCHO CORDOVA CA 95742

067-0920-011-0000
MATTHEWS ANDREW C/MELISSA A
3950 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-072-0000
MCMILLAN PROPERTIES LLC
11115 MORGAN RIVER CT
RANCHO CORDOVA CA 95670

ATTACHMENT 5

067-0920-013-0000
KIM WOO HYUN/YOUNG JU
3954 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-089-0000
KOEHLER MICHELE
3929 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-039-0000
KUMAR MEENA D/KEATON
11792 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-109-0000
LA MINH THUAN/THI KIM ANH HOANG
3969 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0500-013-0000
LESNIEWSKI TRUST
3489 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0440-080-0000
LI ZHU/BO LI REVOCABLE TRUST AGM
14607 ALOHA AVE
SARATOGA CA 95070

067-0920-092-0000
LU CHU B/CHRISTINA SWEDBERG
3935 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-032-0000
MACEK SABRINA/JASENKA EMINOVIC
14558 S BASCOM AVE
LOS GATOS CA 95032

067-0440-101-0000
MAU CONG NGUYEN/HONG THI MINH
LE REVOCABLE TRUST
1607 CAPE COD CT
DAVIS CA 95616
067-0920-088-0000
MENDOZA RAFAEL
ANGELES/WIHELMINA GELIBERTE
3927 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

ITEM 9.7.

067-0920-001-0000
MIRAMONTES QUINONES DAVID
M/RANDY D SCOTT
3930 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-031-0000
MONSON LEE STERLING
11776 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0440-085-0000
MUKKARA SIVA RAMA KRISHNA R/ETAL
6949 NEW YORK AVE
CORPUS CHRISTI TX 78414

072-0450-068-0000
MURPHY SEAN M/BRANDI L
PO BOX 274
AMADOR CITY CA 95601

067-0920-048-0000
ONG RAYMOND JASON YAP/ERIKA
AMAND CLARIZE HUANG
11789 PLATO WAY
RANCHO CORDOVA CA 95742

067-0440-106-0000
PAL MINTU/HARPREET KAUR
3942 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0440-099-0000
PLATON CARMELA L
3970 IRON GATE WAY
RANCHO CORDOVA CA 95742

072-0500-048-0000
RAFFETY PROPERTIES LLC
PO BOX 1833
FAIR OAKS CA 95628

072-0450-094-0000
RCJ LLC
11455 HYDRAULIC DR
RANCHO CORDOVA CA 95742

067-0920-110-0000
ROBINSON MAROLYN
3971 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-015-0000
MIRZOYAN KARREN
11194 FRASCATI CT
RANCHO CORDOVA CA 95670

072-0560-008-0000
MOORE DARIN D
PO BOX 1657
RANCHO CORDOVA CA 95741

072-0500-062-0000
MURPHY FAMILY TRUST
1828 WOODGLEN DR
FOLSOM CA 95630

067-0440-002-0000
MUTHENNAGARI NAVEEN
7977 INTERLOCHEN ST
KALAMAZOO MI 49009

067-0920-020-0000
ONYEBUCHI HENRY
PO BOX 306
RANCHO CORDOVA CA 95741

072-0450-112-0000
PB INVESTMENT PROPERTIES LLC
3162 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0920-053-0000
POURJAHANSHAH SAMIRAMIS
11779 PLATO WAY
RANCHO CORDOVA CA 95742

067-0440-102-0000
RALH MAKHAN S/KAMALJIT K
3958 IRON GATE WAY
RANCHO CORDOVA CA 95742

072-0450-092-0000
RED CAR LLC
3294 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0440-084-0000
ROMINES BRENT/MARIA
3919 IRON GATE WAY
RANCHO CORDOVA CA 95742

ATTACHMENT 5

067-0920-017-0000
MIYAO MICHAEL/SONG VANG
11795 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-008-0000
MORRIS CARSON W/VERONICA VALYN
3944 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-081-0000
MURPHY MARISA/JASON BRAGADO
3913 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-049-0000
OGLESBY KYLE EDWARD/BRENNALYNN
11787 PLATO WAY
RANCHO CORDOVA CA 95742

072-0450-111-0000
OSTRANDER PROPERTIES LLC
3158 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0440-110-0000
PINEDA ALIDA/JORGE E
3926 IRON GATE WAY
RANCHO CORDOVA CA 95742

072-0500-040-0000
PRESTIGE WORLDWIDE PROPERTIES
LLC
3443 GOLDEN GATE WAY
LAFAYETTE CA 94549

067-0920-027-0000
RAMKUMAR MUTHUBALAJI/DHIVYA
VEDAGIRI RAJALU
11775 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0440-070-0000
ROBERT H/MARIA HERLINDA SCHULZ
REVOCABLE TRUST
11861 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

067-0440-097-0000
ROSS FREDERICK D III
3978 IRON GATE WAY
RANCHO CORDOVA CA 95742

ITEM 9.7.

072-0231-031-0000
SACRAMENTO MUNICIPAL UTILITY
DISTRICT
PO BOX 15830
SACRAMENTO CA 95852

072-0500-044-0000
SCOTT B/CARRIE RAWLES FAMILY
REVOCABLE TRUST
PO BOX 5
FOLSOM CA 95630

067-0920-047-0000
SEO SUNG EUN/SANG JUN PARK
11791 PLATO WAY
RANCHO CORDOVA CA 95742

072-0500-055-0000
SFC LEASING L P
3430 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0440-107-0000
SMITH JEFFREY AARON/KERRI
ELIZABETH
2319 PLAYA WAY
GOLD RIVER CA 95670

072-0450-106-0000
STARCH CONCRETE INC
3191 LUYUNG DR
RANCHO CORDOVA CA 95742

067-0920-113-0000
STUTESMAN GARETT/AMBER
3977 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-014-0000
THAKUR RITESH SINGH/SANJANA
151 N SIERRA MADRE ST
TRACY CA 95391

067-0920-097-0000
TOKARIEV ARTEM
3945 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-103-0000
TRUEMAN MATTHEW D/YUTING L
3954 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0920-029-0000
SALVACION ROMEO JR
11772 SOCRATES WAY
RANCHO CORDOVA CA 95742

067-0920-086-0000
SCOTT MARQUISE/DANIELLE
3923 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-091-0000
SERVA TIMOTHY B/JENNIFER L
3933 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-086-0000
SINGH SONAL
3927 IRON GATE WAY
RANCHO CORDOVA CA 95742

067-0440-071-0000
SORIA JAVIER A/VICTORIA M
11865 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

072-0450-032-0005
STEPHEN A/LESLEY J KOONCE
REVOCABLE TRUST
3880 COUNTRY PARK DR
ROSEVILLE CA 95661

067-0920-080-0000
TANG WING
3911 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-041-0000
THOMAS W HUTCHINGS REVOCABLE
TRUST
4378 ARCADIA DR
SAN DIEGO CA 92103

067-0920-105-0000
TOOR ANOOP/BASANTI S
3961 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0920-084-0000
VAN ANTWERP ESTHER N/ANDREW T
3919 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 5

072-0450-024-0000
SAVIOTTI TRUST/
1143 BLUMENFELD DR
SACRAMENTO CA 95815

067-0440-004-0000
SEGAL BETH
9172 THILOW DR
SACRAMENTO CA 95826

067-0440-064-0000
SETH LIVING TRUST
11837 WHITE RAIN WAY
RANCHO CORDOVA CA 95742

072-1200-003-0000
SK LLC
14341 PIERITE RD
NEVADA CITY CA 95959

072-0450-084-0000
STANTON PROPS LLC
PO BOX 4258
EL DORADO HILL CA 95762

072-0530-007-0000
STERICYCLE ENVIRONMENTAL
SOLUTION
28161 N KEITH DR
LAKE FOREST IL 60045
072-0450-081-0000
TARIGO JOHN
7841 E HIDDEN LAKES DR
GRANITE BAY CA 95746

067-0920-112-0000
THURAISINGHAM
GUNENDRAN/YAMUNARANI
GUENENDRAN
331 TOBRURRY WAY
072-0500-061-0000
TOP GUN GUNITE CORPORATION
3401 FITZGERALD RD
RANCHO CORDOVA CA 95742

072-0450-032-0003
VELLA ENTERPRISES G P
PO BOX 28010
SAN JOSE CA 95159

ITEM 9.7.

072-0500-054-0000
WEBSTER WILLIAM J
10753 CAMPANA WAY
RANCHO CORDOVA CA 95670

067-0440-108-0000
WILSON BRITTNY/CHRISTOPHER
8728 MORNING GLORY WAY
ELK GROVE CA 95624

072-0560-062-0000
YANCHUK VITALY/ROBERT SCHAFFNER
3688 OMEC CIR
RANCHO CORDOVA CA 95742

067-0920-083-0000
ZAMORA ANDREW
3917 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

072-0450-032-0006
WELCH REVOCABLE TRUST
212 POWERS DR
EL DORADO HILL CA 95762

072-0500-009-0000
WILSON CONSTRUCTION CO
1190 NW 3RD AVE
CANBY OR 97013

067-0440-074-0000
YU FAMILY TRUST
1780 SUMMER CLOUD CT
FOLSOM CA 95630

072-0450-065-0000
ZAYO GROUP LLC
1821 30TH ST UNIT A
BOULDER CO 80301

ATTACHMENT 5

067-0920-104-0000
WILLIAMS TIANNA M
3959 ARISTOTLE CIR
RANCHO CORDOVA CA 95742

067-0440-090-0000
WON SO YEON/YOUNG II/HYE RI NA
WONCHA
3943 IRON GATE WAY
RANCHO CORDOVA CA 95742
072-0560-041-0000
ZAKARYAN FAMILY REV TRUST
11820 DELAVAN CIR
RANCHO CORDOVA CA 95742

072-0500-008-0000
ZUCCARO LIVING TRUST
120 CHARDIN PL
EL DORADO HILL CA 95762

MEMORANDUM



ITEM 9.8.

DATE: August 2, 2021
TO: Honorable Mayor and Council Members
FROM: Elizabeth Sparkman, Community Development Director
SUBJECT: **AN ORDINANCE APPROVING AN AMENDMENT TO THE GENERAL PLAN
AND CERTAIN ENTITLEMENTS FOR THE RIO DEL ORO SPECIFIC PLAN
AREA REGARDING PARKS IN RIO DEL RIO**

RECOMMENDATION

This item is being continued to a date uncertain.

ATTACHMENT(S)

None

MEMORANDUM



ITEM 10.1.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: June Cowles, Senior Planner

SUBJECT: PREMIER HOMES AT MONTELENA VILLAGE 7 MAJOR DESIGN REVIEW AND SPECIAL DEVELOPMENT PERMIT PROJECT NO. DD10055

PROPERTY OWNER: MDRE Development LLC 3021 Daggett Drive Granite Bay, CA 95746	APPLICANT/DEVELOPER: Element Built Homes Inc. DBA: Premier Homes LLC 8483 Douglas Plaza Boulevard Granite Bay, CA 95746
PROJECT:	Applicant is requesting the following; • Major Design Review for four floor plans ranging from 1,570 to 2,112 square feet each with three proposed architectural styles; and • Special Development Permit to revise the building front living area and rear yard setbacks.
FILE:	DD10055
LOCATION:	Located at the Northwest corner of Chrysanthy Boulevard and Rancho Cordova Parkway, within Montelena subdivision
ZONING:	Residential Density 10 Sunridge Specific Plan (RD-10 SDSP)
GENERAL PLAN:	Medium Density Residential (MDR)
APN:	067-1350-001-0000 through 067-1350-152-0000
PLANNER:	June Cowles, Senior Planner

RECOMMENDATION:

Find the project is exempt under CEQA Exemption 15182, Residential Projects Pursuant to a Specific Plan. The project was analyzed as part of the Sunridge Specific Plan Environmental Impact Report (EIR) and the Mitigated Negative Declaration (MND) for the Montelena Subdivision in compliance with the California Environmental Quality Act (CEQA); and adopt the Resolution for Premier Homes at Montelena Village 7 Special Development Permit and Major Design Review.

RESULT OF RECOMMENDED ACTION

Adoption of the above referenced resolution would approve the Special Development Permit and Major Design Review to include 4 floor plans located within Montelena Village 7. Approval would allow the applicant to pursue necessary building permits for new construction.

BACKGROUND / PROJECT HISTORY

The Montelena project is within the Sunrise Douglas Community Plan and the Sunridge Specific Plan area which was approved in July 2002 by the County of Sacramento. **Figure 1: Montelena Subdivision Location.**

Figure 1: Montelena Subdivision Location

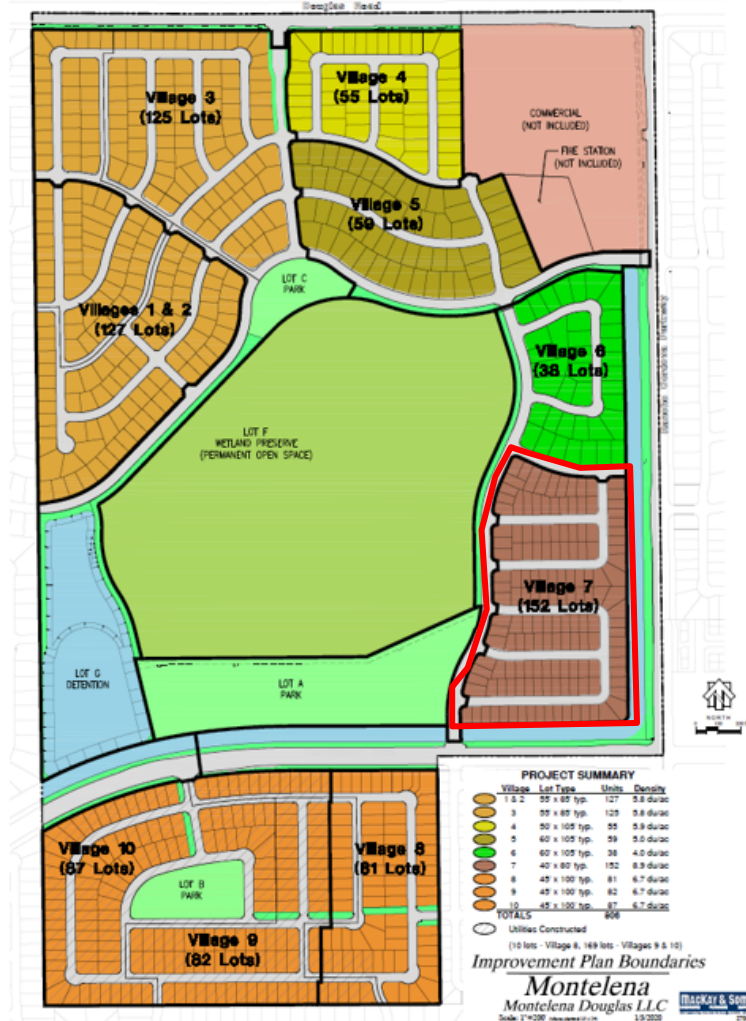


The Montelena project history includes the following:

- 2006 Montelena project originally approved.
- 2006 Rough grading of site.
- 2012 Amended to revise portions of Village 4 and 5. The project remained consistent with the vested Sunridge Specific Plan for the unmodified portion of the project.
- 2013 Amended to revise portions of the project for parks and residential within Village 3 and Village 5.
- 2019 Major Design Review was approved for Villages 9 and 10, which are currently under construction.
- 2020 Village 7 Subdivision Map Amendment approved.
- 2021 Village 5 Major Design Review approved.

The approved Montelena land use plan shows 10 Villages with a total of 806 residential units. Village 7 is located at the northwest corner of Chrysanthy Boulevard and Rancho Cordova Parkway, outlined in red on the Montelena Subdivision Map. **Figure 2: Montelena Subdivision with Village Locations.**

Figure 2: Montelena Subdivision with Village Locations.



PROPOSED PROJECT:

The applicant, Premier Homes, is proposing a Major Design Review and Special Development Permit for Montelena Village 7 subdivision.

Major Design Review

The applicant is requesting a Major Design Review for 4 floor plans: 1,570, 1,794, 1,844, and 2,112 square feet each with 3 proposed architectural styles: Northwest Modern, Craft Modern, and California Modern. **Figure 3: Streetscape and Proposed Home Plan Front Elevations**

Figure 3: Streetscape and Proposed Home Plan Front Elevations

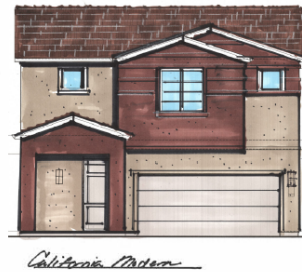
Streetscape View



1,794 square feet



1,794 square feet



1,844 square feet



2,112 square feet



Special Development Permit

The Montelena subdivision project is located within the Sunridge Specific Plan which was originally approved by Sacramento County prior to City incorporation. As such, provisions of the Zoning Code that was in place at the time of incorporation are applicable in the review of subsequent actions on the Montelena Village 7 project.

Article 6 of the Sacramento County Zoning Code establishes procedures for Special Development Permits and includes the following statement:

“The purpose for which Special Development Permits may be issued is to encourage a creative and more efficient approach to the use of the land; to maximize the choice in the type of environment; to encourage more efficient allocation and maintenance of privately controlled common open space through the redistribution of overall density; to provide economy in housing opportunities; and to provide a means of greater creativity and flexibility in design than is provided under the strict application of the zone design standards”

The applicant is requesting a Special Development Permit to vary from the Sunridge Specific Plan building setbacks from property lines to accommodate the project. The zoning district for Village 7 is RD-10. The requested setback revisions include:

- Front living area (building) setback from 16 feet to 12.5 feet
- Rear yard setback from 20% of lot depth to 15 feet for two story and 10 feet for single story.

The following matrix provides the existing setback requirements of the Specific Plan and the proposed setbacks for Montelena Village 7.

Table 2: Proposed Special Development Permit

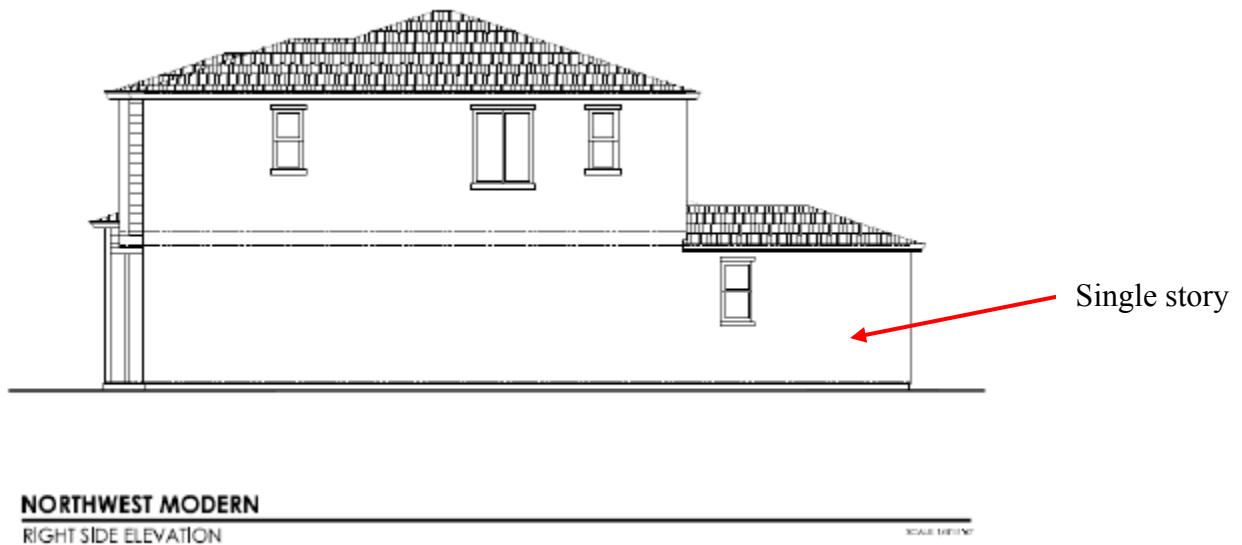
	Required per Sunridge Specific Plan	Proposed Montelena Village 7
Front Living Area Setback (Building)	16'	12.5'
Front Setback (Garage)	19'	19'
Side Setback	5' / 4'	5' / 4'
Side Setback (Corner Lot)	12.5'	12.5'
Rear Setback	20% of the lot depth	10' Single Story 15' Two Story

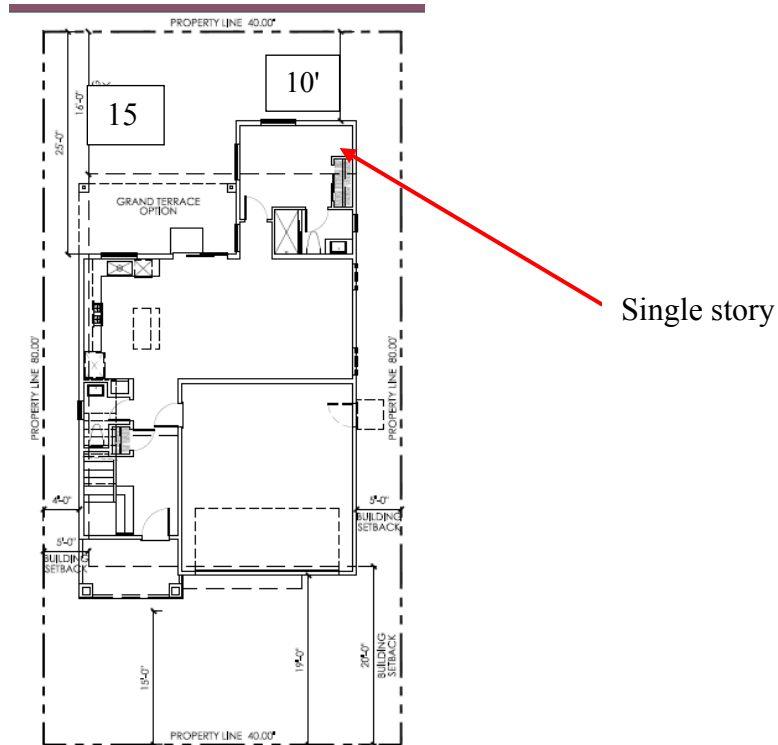
The Sunridge Specific Plan and Sacramento County development standards state; In no event shall the rear yard be less than 10 feet for one-story buildings and 15 feet for two-story and three-story buildings.

All the proposed plans are two-story and will meet the 15 foot rear yard setback. However, some of the plans include single story portions and therefore, will meet the 10 foot rear yard setback.

Figure 4: Proposed Floor Plan.

Figure 4: Proposed Floor Plan





ANALYSIS:

The applicant is requesting a Major Design Review and Special Development Permit for Montelena Village 7. The entitlements that will be analyzed individually are as follows:

- Major Design Review
- Special Development Permit

GENERAL PLAN CONSISTENCY:

The project site General Plan designation is Medium Density Residential (MDR). The Medium Density is generally characterized by small lot single-family detached, single-family attached and small apartment complexes. The approved subdivision map is consistent with the MDR General Plan designation, with lots, on average, approximately 3,200 square feet. The MDR designation is related to the RD-10 zoned lots. The approved subdivision lot density for this area is consistent with the MDR designation.

ZONING ORDINANCE:

The project site is located within Montelena subdivision that includes several zoning districts (residential, commercial, and open space). The project site is zoned Residential Density 10 (RD-10) Sunridge Specific Plan District. The minimum lot sizes are 40 feet by 80 feet within the zoning district.

MAJOR DESIGN REVIEW

The proposed project includes 4 floor plans with three architectural styles for each plan and, each with three color schemes ([Project Plans Attachment 2](#)). Color schemes include colors for body, fascia, trim/garage, and accent colors as well as picture samples of roof materials. All floorplans include the living space/porch forward of the garage. In addition, each architectural style includes a different front elevation light fixture consistent to the architecture.

City Design Guidelines

The proposed house plans offer a clear architecture style with unique designs. The proposed project is consistent with the City Design Guidelines and Sunridge Specific Plan Design Guidelines as stated below;

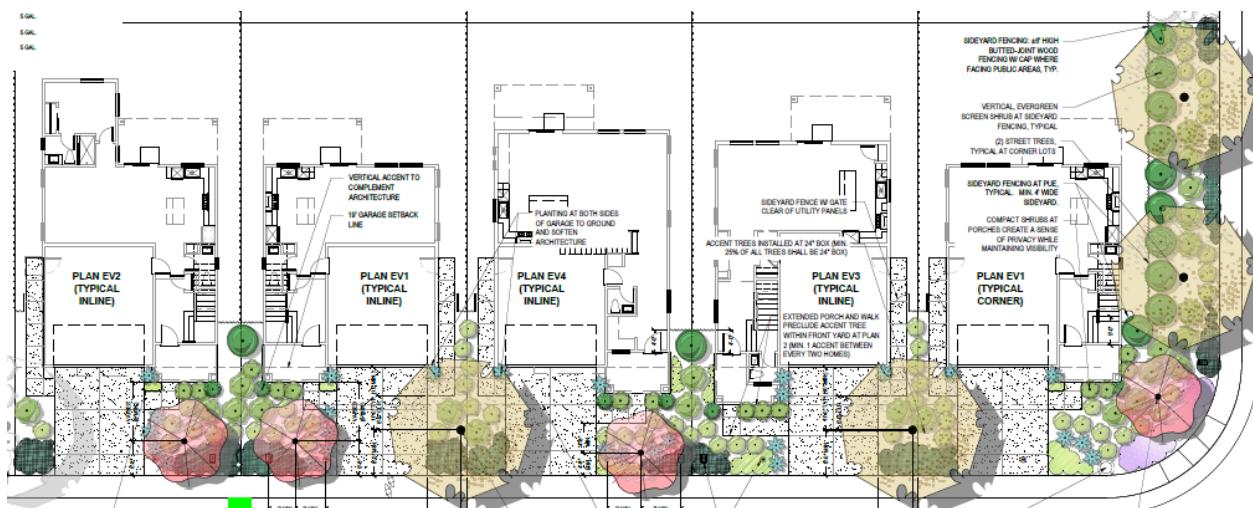
- The design is visually interesting and establishes streetscape variety with the proposed two-story product.
- The mass, scale, and form of the homes enhance the public realm with the front yard porches and living spaces.
- The several different rooflines included in each plan and elevation ensure variation.
- Front loading homes include living space/porch forward of the garage.
- The proposed plans offer diversity of architecture and include a modern architectural style.
- To ensure variety and interest throughout the villages, a condition of approval has been added to state that no two identical floor plans with the same building elevations within a master home plan series shall be located directly adjacent to each other.
- Popout trim is provided around the windows and doors on all elevations.

The Sunridge Specific Plan includes Design Standards that state that Small Lot Residential RD-7 and RD-10 zoned sites are allowed flexibility due to the higher density. Village 7 is zoned RD-10 with a typical lot size 40 feet by 80 feet. Therefore, two-story homes are proposed for Village 7 and cannot meet the Design Standard 75: Two story residences shall not be located on more than three adjacent lots along a street frontage. A condition of approval will state the Sunridge Specific Plan Design Standard 75 shall not apply to Village 7. The proposed plans offer diverse roof lines, setbacks, architectural styles and colors that will provide streetscape variation.

Landscape Design

The submitted typical landscape plan depicts a variation of drought tolerant trees, shrubs and a small area of drought tolerant grass and natural grasses. **Figure 5: Typical Landscape Plans.** The Model Water Efficient Landscape Ordinance (MWELO) states that new homes can only have lawns that do not exceed 25% of the total front, back and side yard square footage. This restriction is expected to reduce a home's expected water use by 20% or 12,000 gallons per year.

Figure 5: Typical Landscape Plans



A 3-foot wide concrete path will also be provided from the driveway to the garage man-door.

DESIGN REVIEW FINDINGS & EVIDENCE

Approval of the Major Design Review, subject to the Design Review Package ([Attachment 2](#)) and the Conditions of Approval ([Attachment 3](#)) must provide sufficient evidence for the Findings required by Zoning Code Section 23.141.070. Findings and supportive evidence are shown below:

- A. **Finding:** The proposed project is consistent with the objectives of the General Plan, complies with applicable zoning regulations, Specific Plan provisions, and special planning area provisions, and is consistent with the applicable Rancho Cordova Design Guidelines.

Evidence: The General Plan designation for the subdivision is Medium Density Residential (MDR). The Medium Density is generally characterized by small lot single-family detached, single-family attached and small apartment complexes. The approved subdivision map is consistent with the MDR General Plan designation, with lots, on average, approximately 3,200 square feet. The MDR designation is related to the RD-10 zoned lots. Therefore, the project is consistent with the Sunridge Specific Plan regarding density. The project follows all zoning regulations with the request of the Special Development Permit for the revised setbacks as well as the applicable Rancho Cordova Design Guidelines including height regulations and architectural detail requirements.

- B. **Finding:** The proposed architecture, site design, and landscape are suitable for the purposes of the building and the site and will enhance the character of the neighborhood and community.

Evidence: Premier Homes is presenting a design package which includes four (4) different floor plans with three elevations per plan and three color schemes. Variations in colors and materials along with living spaces forward of the garage will create a vibrant and welcoming streetscape. Conditions of Approval have been developed to alternate between floor plans and architectural styles throughout the neighborhood to emphasize street variation. Conditions of Approval ([Attachment 3](#)) have been developed to alternate between sizes and architectural styles throughout the neighborhood to emphasize street variation. This proposed architecture, site design and landscape are therefore suitable for the site and will enhance the character of the neighborhood and community.

- C. **Finding:** The architecture, including the character, scale, and quality of the design, relationship with the site and other buildings, building materials, screening of exterior appurtenances, exterior lighting and signing, and similar elements establishes a clear design concept and is compatible with the character of existing or anticipated buildings on adjoining and nearby properties.

Evidence: The proposed architecture and landscaping are consistent with the Sunridge Specific Plan design standards and the City Design Guidelines. The applicant has provided 4 different floor plans. A clear design concept is shown for each elevation and each design provides consistent characteristics of each stated style. All elevations and architectural style palettes are included in the Design Review Package.

- D. **Finding:** The proposed project will not create conflicts with vehicular, bicycle, or pedestrian transportation modes of circulation.

Evidence: The subdivision map was approved prior to this Design Review action. Vehicular, bicycle, and pedestrian circulation were studied and accepted as part of that prior approval. This Design Review approval will not impede any of the approved transportation modes.

SPECIAL DEVELOPMENT PERMIT:

The applicant is requesting revised building setbacks as follows:

Front living area (building): From 16 feet to 12.5 feet

Rear Yard: From 20% of the lot to 10 feet for single story and 15 feet for two-story.

Front yard setback (building): From 16 feet to 12.5 feet.

The proposed plans also include a variety of front living area (building) setbacks from 12.5 feet to 15 feet. However, the minimum front living area (building) setback is 12.5 feet. The multiple front yard setbacks to the building provides a distinct streetscape. All four plans include the building (living area/porch) forward of the garage. The front setback to the garage remains at 19 feet for all the plans.

Rear yard setback: From 20% of the lot depth to 10 feet for single story and 15 feet for two-story homes.

The applicant is providing covered porch options and a single story room on the two story floor plans. All the proposed floor plans are two-story which meet the 15 foot rear yard setback. The single story portion of the homes will meet the single story rear yard setback of 10 feet.

The Sunridge Specific Plan utilizes development standards in the Zoning Code in place at the time of incorporation. Within that Code, 5 Article 1 305-02 (b)(4) states the following regarding rear yard development standards:

"In no event shall the rear yard be less than ten (10) feet for one-story buildings and fifteen (15) feet for two-and three-story."

The requested setbacks are consistent with the Sunridge Specific Plan condition relating to "in no event" statement.

SPECIAL DEVELOPMENT PERMIT FINDINGS & EVIDENCE

The applicant requests the Special Development Permit in order to revise setbacks to accommodate the approved subdivision lot sizes with the proposed plans to maintain the desired housing product diversity. The following evidence supports the Special Development Permit request:

- A. **Finding:** That the proposed development will carry out the intent of the General Plan and the appropriate community plan.

Evidence: The proposed project is consistent with the General Plan/Sunridge Specific Plan land use designation of Medium Residential Density; RD-10 zoning districts.

- B. **Finding:** That the proposed development is of sufficient size and is designed so as to provide a desirable environment within its own boundaries.

Evidence: The approved tentative subdivision map is of sufficient size that includes the RD-10 zoning district that meets the minimum density requirement within its own boundaries. The requested revised setbacks accommodate the front living area

building setback to 12.5 feet. The building area reduced setback provides “living area forward” and recessed garage area. The rear yard setback to 10 feet for single story and 15 feet for two story will provide a covered patio area and single story portion for the two story floor plans.

- C. **Finding:** That the proposed development is compatible with existing and proposed land uses in the surrounding area.

Evidence: The proposed development is compatible with the existing and the approved adjacent residential subdivision land uses and consistent with the General Plan and Sunridge Specific Plan in that they both allow for this type of development.

- D. **Finding:** That any exceptions to, or deviation from, the use, density, requirements or design standards of the Land Use Zone in which the property is located, or of Title II of the Sacramento Code are justified by the design of the development or by the substantial energy savings proposed pursuant to Section 110-65(b). In case of the residential area, the rearrangement of dwellings and the mixing of dwelling types shall be justified by larger and more usable open spaces.

Evidence: The site is physically suitable for the proposed density of development. The proposed revision to the building setbacks includes the front living area (building) setback and the rear yard setback. The proposed floor plans include different front living area building setbacks ranging from 12.5 feet to 15 feet. Therefore, the requested 12.5 feet front living area (building) setback provides a variety for the streetscape of the homes. The rear yard setback is consistent with the minimum limit for the Sunridge Specific Plan.

- E. **Finding:** That there is adequate assurance that all public improvements will be installed at the scheduled times, as required by Public Works.

Evidence: The project conditions of approval provide a time schedule for all public improvements as required by Public Works. In addition, infrastructure is currently being installed on site.

- F. **Finding:** That there is adequate assurance that the development schedule will be met.

Evidence: The Montelena subdivision includes a Development Agreement that has an expiration time. The improvements for Montelena subdivision are currently being installed.

- G. **Finding:** That the existing or proposed utility services are adequate for the uses and population densities proposed.

Evidence: The existing and proposed utilities are adequate for the uses and population density proposed.

ENVIRONMENTAL

The proposed project has been analyzed as part of the Sunridge Specific Plan Environmental Impact Report (EIR) and the Mitigated Negative Declaration (MND) for the Montelena Subdivision in compliance with the California Environmental Quality Act (CEQA). Since the proposed residential project is in conformity with what was reviewed as part of the Specific Plan EIR, the

project is then exempt under CEQA Exemption 15182, Residential Projects Pursuant to a Specific Plan.

FISCAL IMPACT ANALYSIS

Approval of Montelena Village 7 Special Development Permit and Major Design Review would allow for the construction the master home plans within Montelena subdivision within the City of Rancho Cordova. This will benefit the City and the community by providing direct contributions to fund needed public infrastructure for this project and the broader community.

While the project will generate additional demands for municipal services, the project will be subject to existing and new funding mechanisms to pay fair share costs for ongoing operations, maintenance, and services that will offset City costs.

Based upon analysis completed within the project review, approval of the Montelena Village 7 master home plans will likely have a net benefit to the City of Rancho Cordova.

RECOMMENDED MOTION

Staff recommends that the City Council take the following action:

- Find that the project is Exempt per Section 15182, Residential Projects Pursuant to a Specific Plan; and
- Approve the Resolution for Premier Homes Montelena Village 7 Special Development Permit and Major Design Review

ATTACHMENT(S)

1. Resolution
2. Exhibit A to the Resolution – Project Plans for Premier Homes Montelena Village 7
3. Exhibit B to the Resolution – Conditions of Approval
4. 500' Radius Map with Mailing Labels

CITY OF RANCHO CORDOVA

CITY COUNCIL RESOLUTION NO. XX-2021

**A RESOLUTION OF THE CITY COUNCIL
APPROVING A MAJOR DESIGN REVIEW AND SPECIAL DEVELOPMENT PERMIT
FOR MONTELENA VILLAGE 7 PROJECT NO. DD10055**

WHEREAS, Premier Homes, LLC (hereinafter referred to as Applicant) filed an application with the City of Rancho Cordova for a Major Design Review approval for Village 7 located in the Montelena subdivision with 4 new floor plans each with three architectural styles; and

WHEREAS, the submitted application also includes a Special Development Permit for the revised front living area and rear yard setback; and

WHEREAS, the City Council is the appropriate authority to hear and take action on this project; and

WHEREAS, the project site was previously analyzed as a part of the Sunridge Specific Plan Environmental Impact Report (EIR) and further analyzed within the Mitigated Negative Declaration for the Tentative Subdivision Maps for the Montelena subdivision adopted by the City of Rancho Cordova, thereby satisfying the requirements for the California Environmental Quality Act; and

WHEREAS, the proposed residential project is in conformity with what was reviewed as part of the Specific Plan EIR, and therefore is exempt under CEQA exemption 15182, Residential Projects Pursuant to a Specific Plan; and

WHEREAS, the City Council of the City of Rancho Cordova has conducted a properly noticed public hearing pursuant to Government Code section 65090 and has duly considered all written and verbal testimony presented during the hearing.

**NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA
HEREBY RESOLVES AS FOLLOWS:**

1. Determine the CEQA exemption 15182 is an adequate exemption according to the Guidelines of the California Environmental Quality Act.

- a) **Finding:** The project site has been analyzed and is exempt per California Environmental Quality Act exemption 15182 Residential Projects Pursuant to a Specific Plan.

Evidence: The proposed residential project has been analyzed as part of the Sunridge Specific Plan Environmental Impact Report and the Mitigated Negative Declaration for the Montelena Subdivision. Since the proposed project is in conformity with what was reviewed as part of the Specific Plan EIR, the project is then exempt under CEQA Exemption 15182, Residential Projects Pursuant to a Specific Plan.

2. Approve the Design Review, subject to the Major Design Review Package (Exhibit A) and the Conditions of Approval (Exhibit B) as modified; supported by the following Findings and Evidence, as required by Zoning Code Section 23.141.070:

- a) **Finding:** The proposed project is consistent with the objectives of the General Plan, complies with applicable zoning regulations, Specific Plan provisions, and special planning area provisions, and is consistent with the applicable Rancho Cordova Design Guidelines.

Evidence: The General Plan designation for the subdivision is Medium Density Residential (MDR). The Medium Density is generally characterized by small lot single-family detached, single-family attached and small apartment complexes. The approved subdivision map is consistent with the MDR General Plan designation, with lots, on average, approximately 3,200 square feet. The MDR designation is related to the RD-10 zoned lots. Therefore, the project is consistent with the Sunridge Specific Plan regarding density. The project follows all zoning regulations with the request of the Special Development Permit for the revised setbacks as well as the applicable Rancho Cordova Design Guidelines including height regulations and architectural detail requirements.

- b) **Finding:** The proposed architecture, site design, and landscape are suitable for the purposes of the building and the site and will enhance the character of the neighborhood and community.

Evidence: Premier Homes is presenting a design package which includes four (4) different floor plans with three elevations per plan and three color schemes. Variations in colors and materials along with living spaces forward of the garage will create a vibrant and welcoming streetscape. Conditions of Approval have been developed to alternate between floor plans and architectural styles throughout the neighborhood to emphasize street variation. Conditions of Approval (Exhibit B) have been developed to alternate between sizes and architectural styles throughout the neighborhood to emphasize street variation. This proposed architecture, site design and landscape are therefore suitable for the site and will enhance the character of the neighborhood and community.

- c) **Finding:** The architecture, including the character, scale, and quality of the design, relationship with the site and other buildings, building materials, screening of exterior appurtenances, exterior lighting and signing, and similar elements establishes a clear design concept and is compatible with the character of existing or anticipated buildings on adjoining and nearby properties.

Evidence: The proposed architecture and landscaping are consistent with the Sunridge Specific Plan design standards and the City Design Guidelines. The applicant has provided 4 different floor plans. A clear design concept is shown for each elevation and each design provides consistent characteristics of each stated style. All elevations and architectural style palettes are included in the Design Review Package.

- d) **Finding:** The proposed project will not create conflicts with vehicular, bicycle, or pedestrian transportation modes of circulation.

Evidence: The subdivision map was approved prior to this Design Review action. Vehicular, bicycle, and pedestrian circulation were studied and accepted as part of that prior approval. This Design Review approval will not impede any of the approved transportation modes of circulation.

3. Approval of the Special Development Permit in order to revise setbacks to accommodate the approved subdivision lot sizes with the proposed plans to maintain the desired housing product diversity. The following evidence supports the Special Development Permit request. Findings and supportive evidence are shown below:

- a) **Finding:** That the proposed development will carry out the intent of the General Plan and the appropriate community plan.

Evidence: The proposed project is consistent with the General Plan/Sunridge Specific Plan land use designation of Medium Residential Density; RD-10 zoning districts.

- b) **Finding:** That the proposed development is of sufficient size and is designed so as to provide a desirable environment within its own boundaries.

Evidence: The approved tentative subdivision map is of sufficient size that includes the RD-10 zoning district that meets the minimum density requirement within its own boundaries. The requested revised setbacks accommodate the front living area building setback to 12.5 feet. The building area reduced setback provides “living area forward” and recessed garage area. The rear yard setback to 10 feet for single story and 15 feet for two story will provide a covered patio area and single story portion for the two story floor plans.

- c) **Finding:** That the proposed development is compatible with existing and proposed land uses in the surrounding area.

Evidence: The proposed development is compatible with the existing and the approved adjacent residential subdivision land uses and consistent with the General Plan and Sunridge Specific Plan in that they both allow for this type of development.

- d) **Finding:** That any exceptions to, or deviation from, the use, density, requirements or design standards of the Land Use Zone in which the property is located, or of Title II of the Sacramento Code are justified by the design of the development or by the substantial energy savings proposed pursuant to Section 110-65(b). In case of the residential area, the rearrangement of dwellings and the mixing of dwelling types shall be justified by larger and more usable open spaces.

Evidence: The site is physically suitable for the proposed density of development. The proposed revision to the building setbacks includes the front living area (building) setback and the rear yard setback. The proposed floor plans include different front living area building setbacks ranging from 12.5 feet to 15 feet. Therefore, the requested 12.5 feet front living area (building) setback provides a variety for the streetscape of the homes. The rear yard setback is consistent with the minimum limit for the Sunridge Specific Plan.

ITEM 10.1.

ATTACHMENT 1

- e) **Finding:** That there is adequate assurance that all public improvements will be installed at the scheduled times, as required by Public Works.

Evidence: The project conditions of approval provide a time schedule for all public improvements as required by Public Works. In addition, infrastructure is currently being installed on site.

- f) **Finding:** That there is adequate assurance that the development schedule will be met.

Evidence: The Montelena subdivision includes a Development Agreement that has an expiration time. The improvements for Montelena subdivision are currently being installed.

- g) **Finding:** That the existing or proposed utility services are adequate for the uses and population densities proposed.

Evidence: The existing and proposed utilities are adequate for the uses and population density proposed.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August, 2021 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Garrett Gatewood, Mayor

ATTEST:

Stacy Leitner, CMC
City Clerk



ELEVATE AT MONTELENA

City of Rancho Cordova, California

OUR TEAM



BUILDER

Premier Homes
916.773.0207
8483 Douglas Plaza Drive, Suite 110
Granite Bay, CA 95746



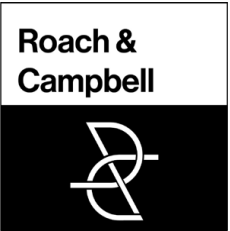
ARCHITECTURAL DESIGNER

John Packowski
916.835.4398
jpackowski123@comcast.net



ARCHITECT / ENGINEER

NSSE
5022 Sunrise Blvd.
Fair Oaks, California 95628



LANDSCAPE ARCHITECT

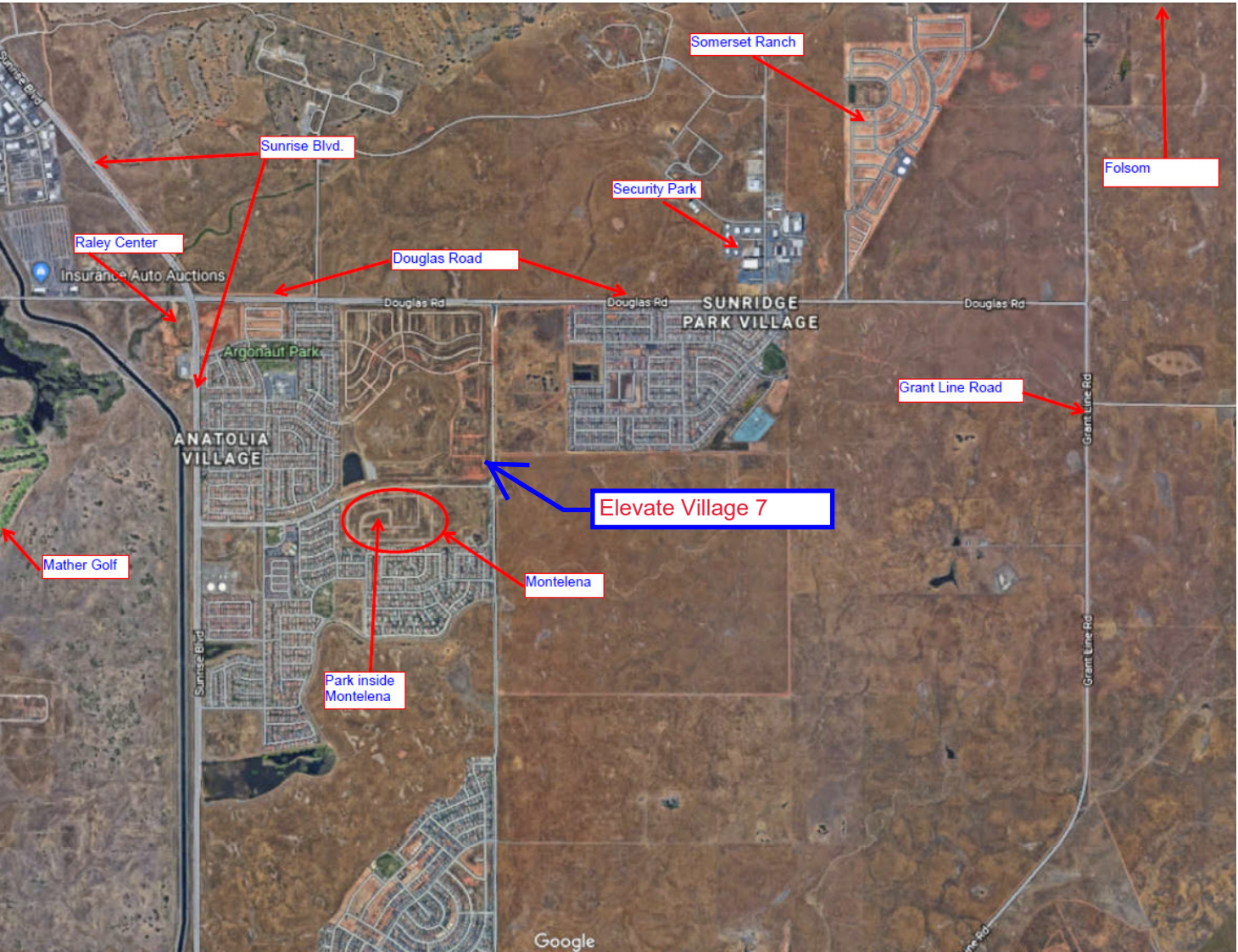
Roach & Campbell
111 Scripps Drive,
Sacramento, California
95825
916.945.8003 |
916.342.7119

ELEVATE
AT MONTELENA

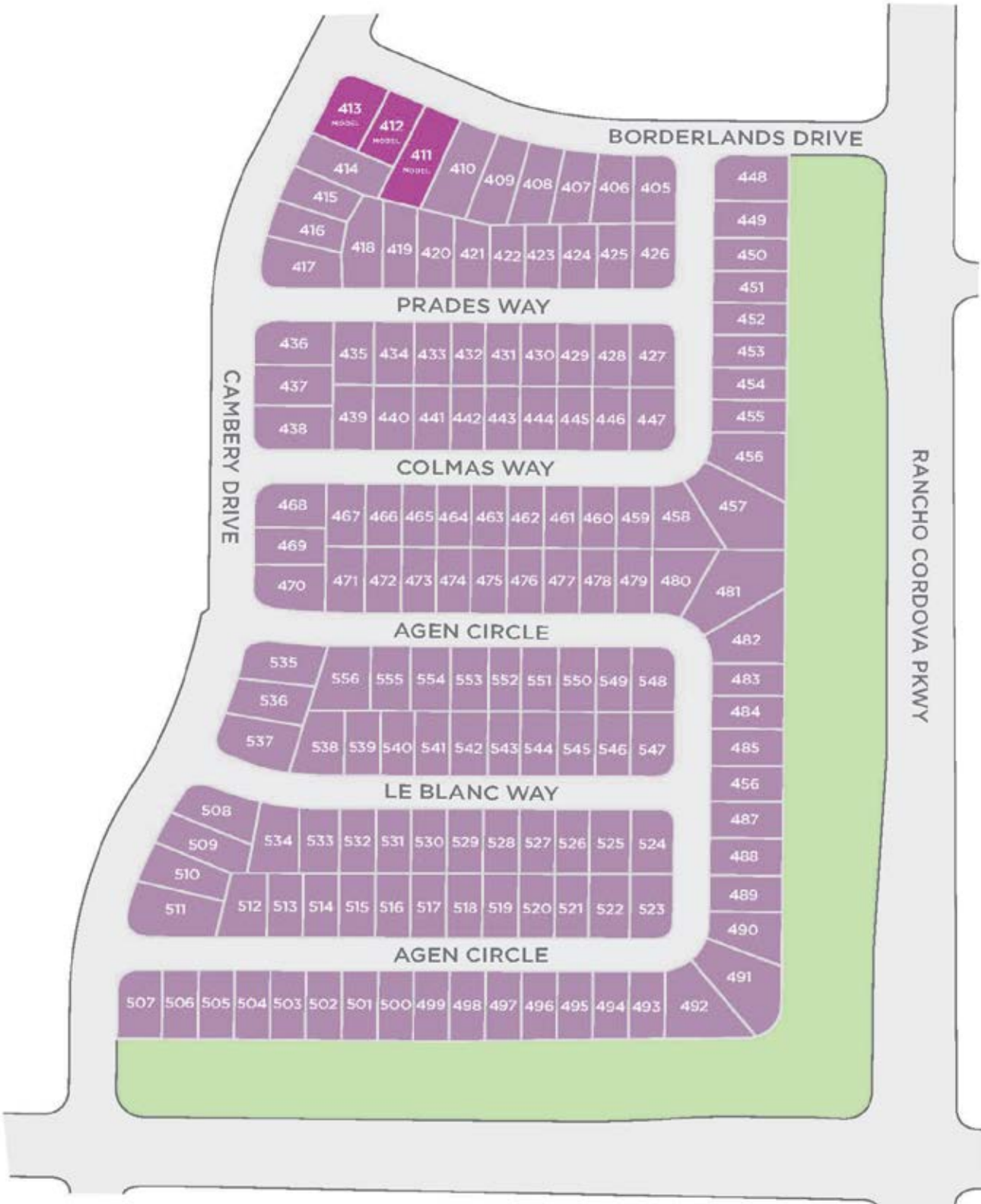
TABLE OF CONTENTS

SP-1 Aerial View	A-9 EV2: 1844 Plan Floorplan	A-19 EV3: Elevations California Modern
SP-2 Site Plan	A-10 EV2: 1844 Plan Setbacks	A-20 EV4: 2112 Plan Front Elevations
A-1 Elevate Style Narrative	A-11 EV2: Elevations Northwest Modern	A-21 EV4: 2112 Plan Floorplan
A-2 EV1: 1570 Plan Front Elevations	A-12 EV2: Elevations Craft Modern	A-22 EV4: 2112 Plan Setbacks
A-3 EV1: 1570 Plan Floorplan	A-13 EV2: Elevations California Modern	A-23 EV4: Elevations Northwest Modern
A-4 EV1: 1570 Plan Setbacks	A-14 EV3: 1844 Plan Front Elevations	A-24 EV4: Elevations Craft Modern
A-5 EV1: Elevations Northwest Modern	A-15 EV3: 1844 Plan Floorplan	A-25 EV4: Elevations California Modern
A-6 EV1: Elevations Craft Modern	A-16 EV3: 1844 Plan Setbacks	1 4 Elevate Color & Material Selections
A-7 EV1: Elevations California Modern	A-17 EV3: Elevations Northwest Modern	LC-1 Conceptual Landscape / Plant Legend
A-8 EV2: 1844 Plan Front Elevations	A-18 EV3: Elevations Craft Modern	

AERIAL VIEW



ELEVATE
AT MONTELENA



ELEVATE SERIES

AT MONTELENA



ELEVATE AT MONTELENA

City of Rancho Cordova, California

ELEVATE: STYLE NARRATIVE

THE COMMUNITY VISION

Premier Homes presents Elevate at Montelena, a unique collection of two-story single family, detached homes. The homes are uniquely created with today’s modern lifestyle in mind thanks to a deep understanding of the benefits offered by open living concepts, unique spaces and indoor/outdoor living with front porches and exterior grand terraces.

ELEVATE AT MONTELENA | 1,570-2,112 SQ. FT.

Elevate is designed with today’s first-time homebuyer in mind. The first levels all feature open kitchen, dining and grand room layouts ideal for entertaining or young families. Upstairs, grand suites, lofts and bedroom options create unique spaces for everyone.

Exterior architecture reflects an exciting new approach to classic architecture styles and traditions. Varied roof pitches, horizontal window treatments, natural materials and “house forward” designs work together to build a memorable community. Enhanced by fresh color combinations, exteriors will blend materials and glass for an impactful streetscape.

THE ARCHITECTURE

Northwest Modern

A unique blend of glass, wood and stucco materials create an exterior elevation that offers timeless appeal with a touch of a modernist design aesthetic that pays homage to the Northwest Regional design movement.

Craft Modern

Characterized by clean lines, tapered columns and gabled roofs, these elevations are inspired by balancing modern farmhouse and Craftsman style homes.

California Modern

These elevations are highlighted with truly California Modern design attributes such as rectilinear lines, angled elements and natural materials—the perfect balance between clean lines and warm, approachable features.



PREMIER
HOMES



ELEVATE: EV1: 1,570 PLAN: FRONT ELEVATIONS



Craft Modern



Northwest Modern



California Modern

Premier Homes California Elevate Monterey Plan EV-1

ELEVATE: EV1: 1,570 PLAN: FLOORPLAN



Premier Homes California Elevate Montelena Plan EV-1
1570 Square Feet

ELEVATE AT MONTELENA
City of Rancho Cordova, California

ELEVATE: EC1: 1,570: SETBACKS

Current Setback Standards:

- Front:
16’ to Living
19’ to Garage
5’ and 4’ Side Yards
- Rear:
20% , no less than 10’
- Side:
5’ one side, 4’ one side

CURRENT SETBACK STANDARDS APPLY TO ALL TWO-STORY AND SINGLE STORY LOTS WITH A PROPOSED DEPTH OF 100’ OR MORE

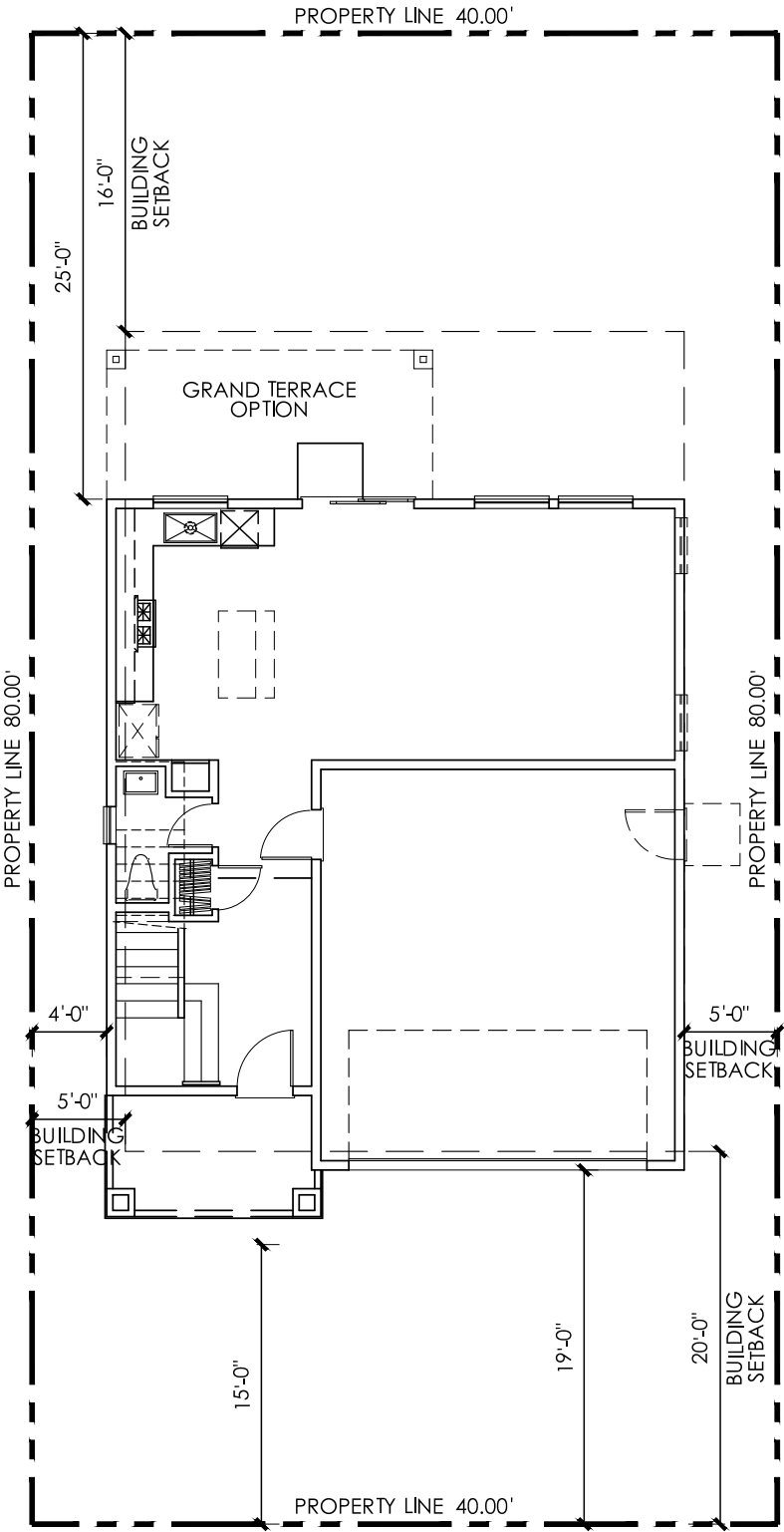
Elevate Plan 1 (Two Story): Proposed

- Setback:
- Front:
80’ Deep Lot = 12’-6" to living
80’ Deep Lot = 19’ to garage
- Side:
40’ Wide Lot = 5’ one side, 4’ one side
- Rear:
10’

Proposed Setback Standard:

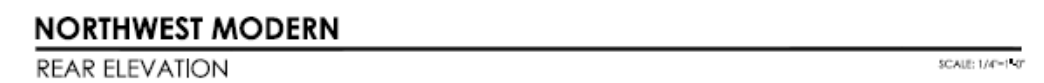
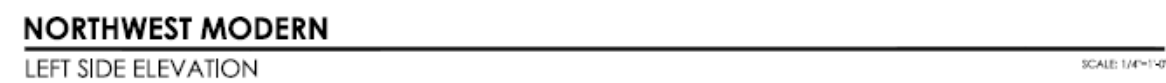
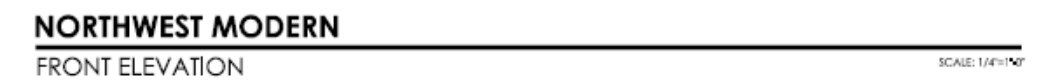
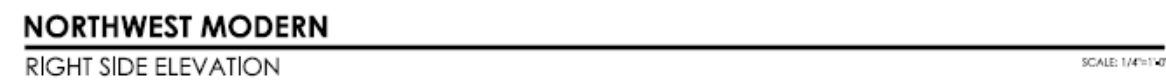
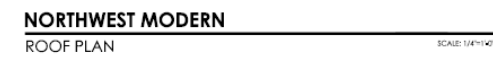
Current setback standards limit the ability to provide 4 bedrooms on smaller lot sizes. Market trends indicate a decreased demand for large rear yards and an increased desire for higher bedroom counts while maintaining a usable backyard. Our Elevate Plan 1 offers a solution for this growing segment of home buyers.

By providing outdoor living space through offering Covered Patios that extend from our plans as illustrated we are offering desired and finished outdoor areas that can be included with a home purchase rather than purchased after the fact. Our proposal seeks to count this space as yard or court, not “Main Building” so as to be excluded from setbacks as described in Sacramento County Code 305-02 (b).

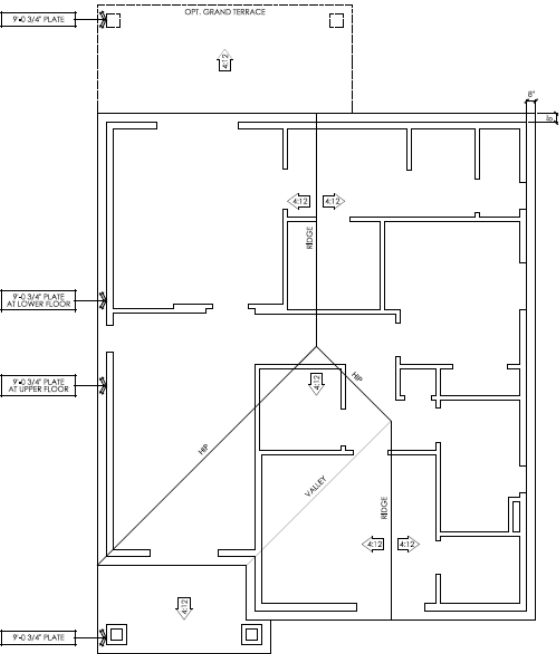


ELEVATE AT MONTELENA

City of Rancho Cordova, California



ELEVATE: EV1: 1,570 PLAN: CRAFT MODERN ELEVATION STYLE



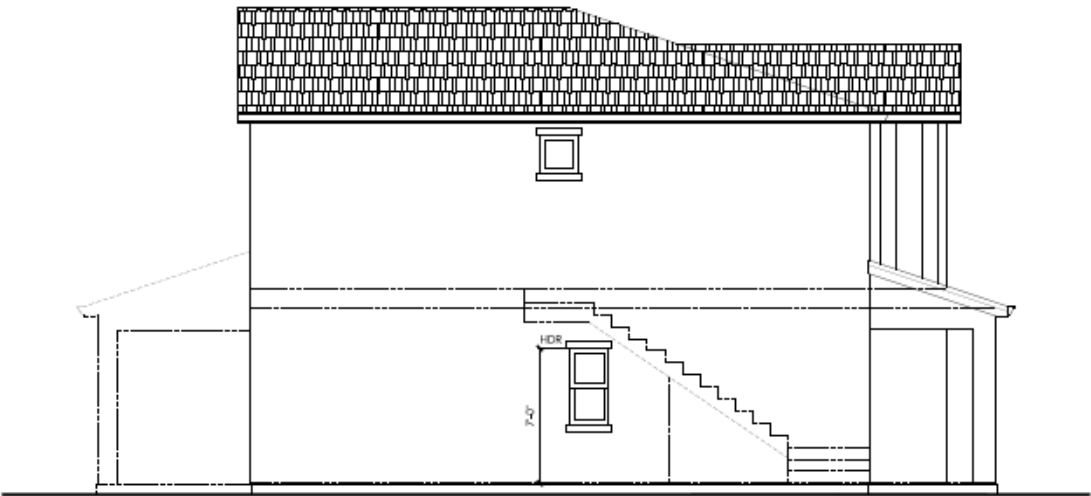
CRAFT MODERN
ROOF PLAN
SCALE: 1/4"=1'-0"



CRAFT MODERN
RIGHT SIDE ELEVATION
SCALE: 1/4"=1'-0"



CRAFT MODERN
FRONT ELEVATION
SCALE: 1/4"=1'-0"



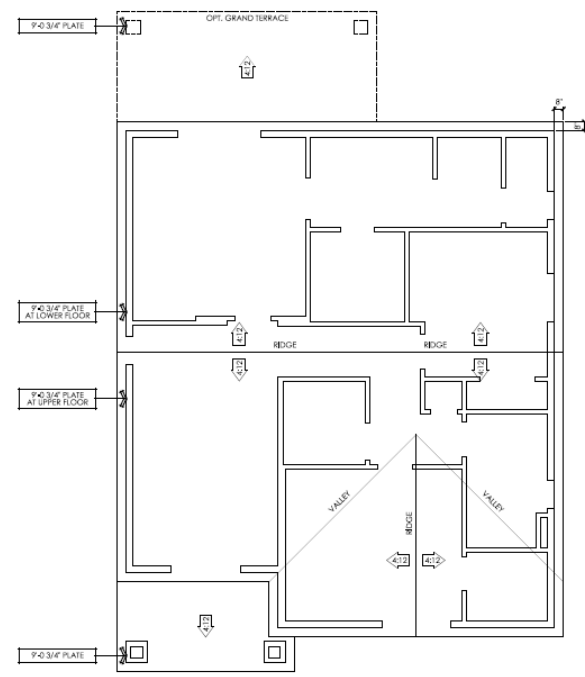
CRAFT MODERN
LEFT SIDE ELEVATION
SCALE: 1/4"=1'-0"



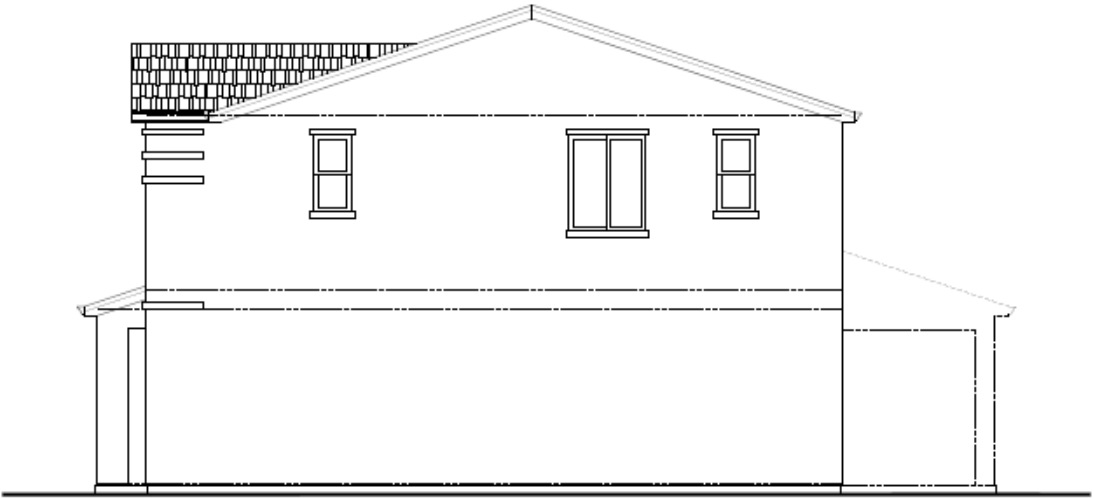
CRAFT MODERN
REAR ELEVATION
SCALE: 1/4"=1'-0"



ECHELON: EV1: 1,570 PLAN: CALIFORNIA MODERN ELEVATION STYLE



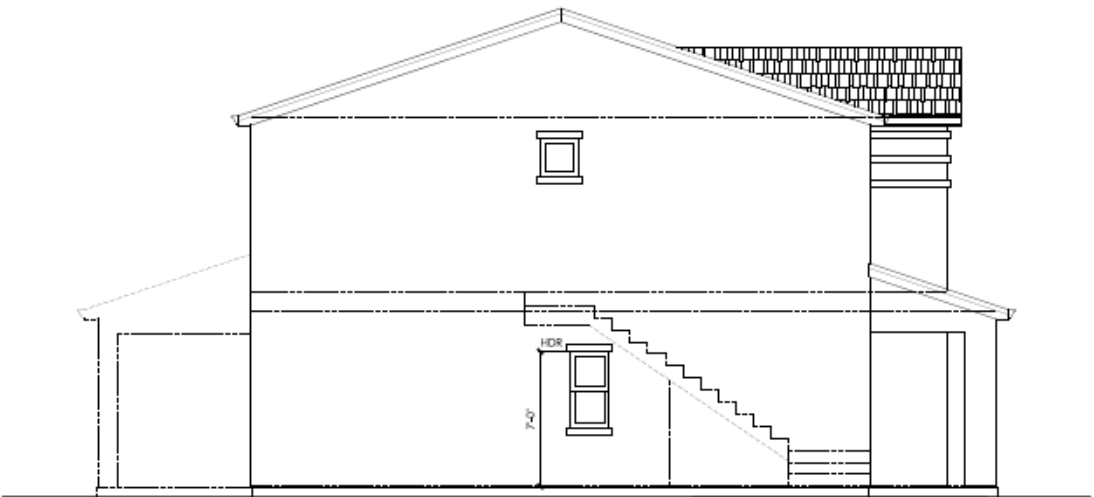
CALIFORNIA MODERN
ROOF PLAN



CALIFORNIA MODERN
RIGHT SIDE ELEVATION



CALIFORNIA MODERN
FRONT ELEVATION

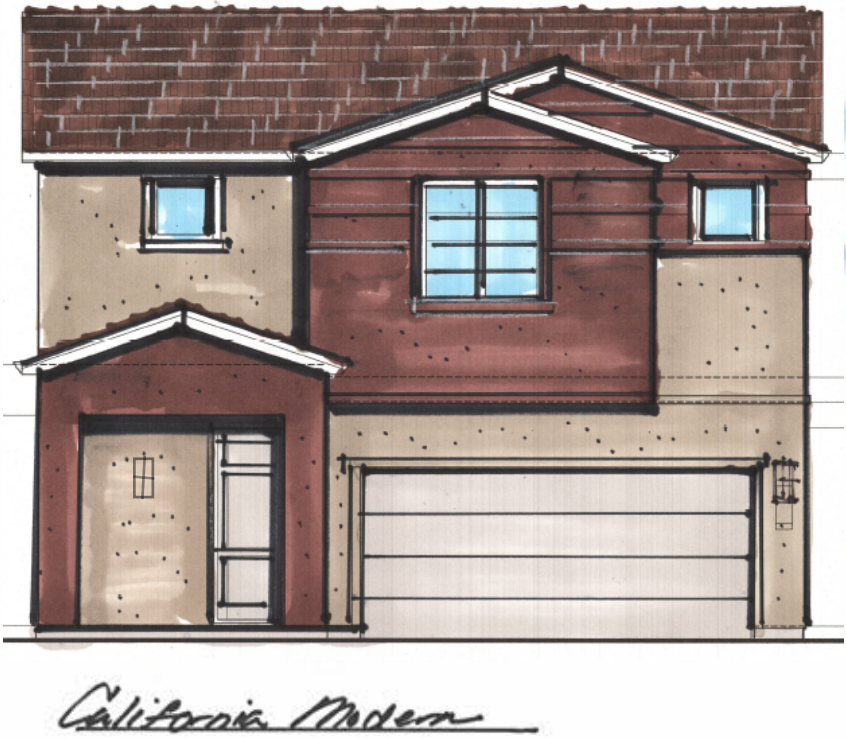


CALIFORNIA MODERN
LEFT SIDE ELEVATION



CALIFORNIA MODERN
REAR ELEVATION

ELEVATE: EV2: 1,794 PLAN: FRONT ELEVATIONS



Premier Homes California Elevate Montelena Plan EV-2

ELEVATE: EV2: 1,794 PLAN: FLOORPLAN



Premier Homes California Elevate Montelena Plan EV-2
1884 Square Feet

ELEVATE: EC2: 1,794: SETBACKS

Current Setback Standards:

- Front:
- 16’ to Living
 - 19’ to Garage
 - 5’ and 4’ Side Yards
- Rear:
- 20% , no less than 10’
- Side:
- 5’ one side, 4’ one side

CURRENT SETBACK STANDARDS APPLY TO ALL TWO-STORY AND SINGLE STORY LOTS WITH A PROPOSED DEPTH OF 100’ OR MORE

Elevate Plan 2 (Two Story): Proposed

Setback:

- Front:
- 80’ Deep Lot = 12’-6" to living
 - 80’ Deep Lot = 19’ to garage
- Side:
- 40’ Wide Lot = 5’ one side, 4’ one side
- Rear:
- 10’

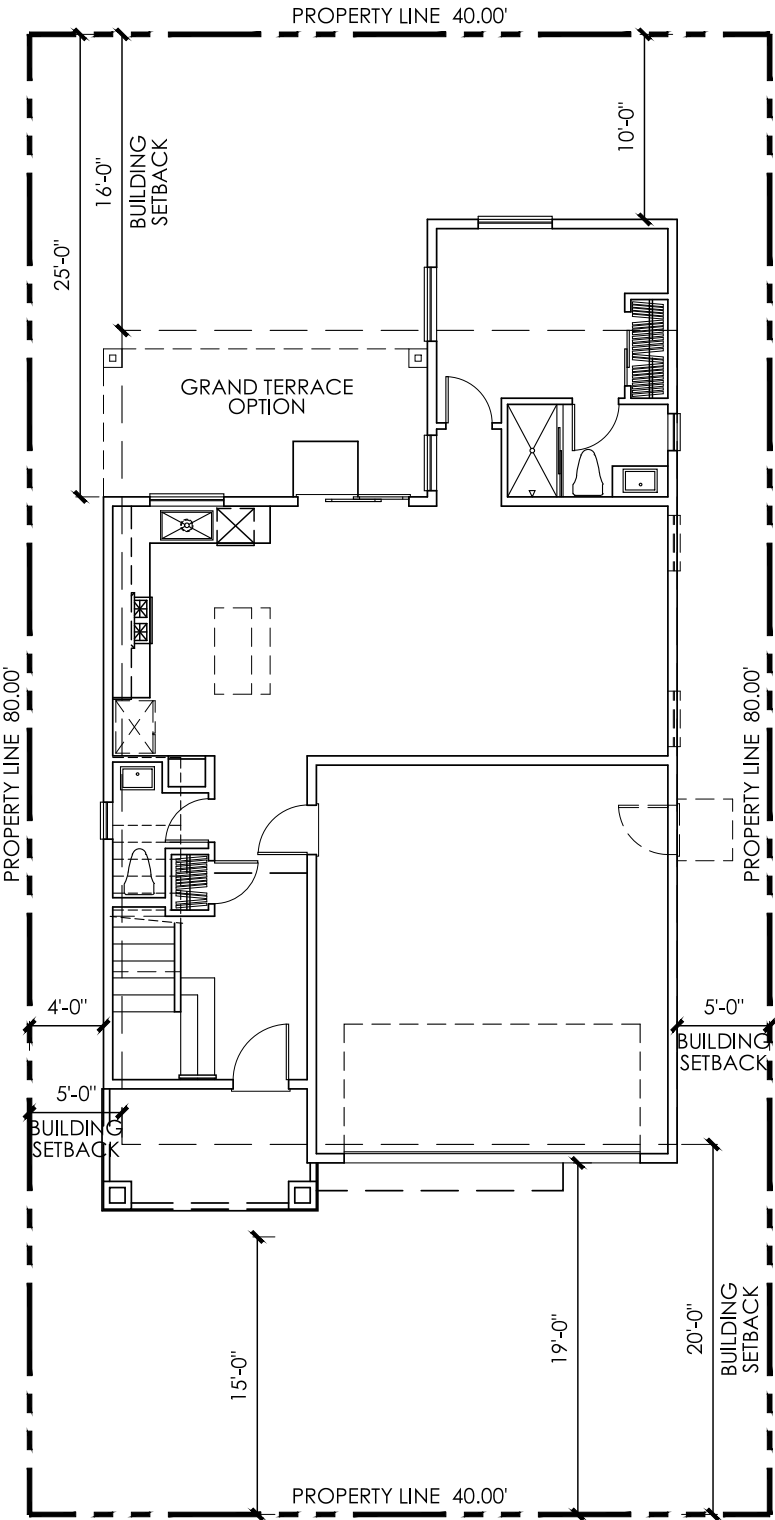
Exclude Bed 4 from lot coverage.

The main home lot coverage does not fall within the 16 foot rear setback. We are requesting the Bed 4 at the EV-2 to be excluded from the rear lot setback requirement as it is single story and still falls within the 10' minimum setback. We would like to offer our customers a plan with a down stairs bedroom while maintaining a good sized yard and consistent street side architecture. This will create consistency in the community and enhance its beautification while adding convenience for the buyer.

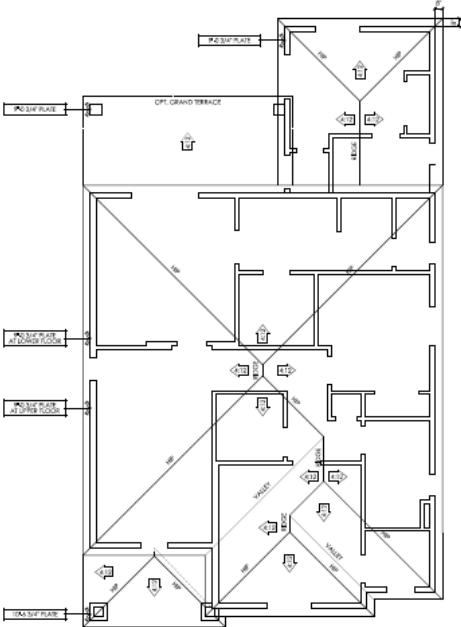
Proposed Setback Standard:

Current setback standards limit the ability to provide 4 bedrooms on smaller lot sizes. Market trends indicate a decreased demand for large rear yards and an increased desire for higher bedroom counts while maintaining a usable backyard. Our Elevate Plan 1 offers a solution for this growing segment of home buyers.

By providing outdoor living space through offering Covered Patios that extend from our plans as illustrated we are offering desired and finished outdoor areas that can be included with a home purchase rather than purchased after the fact. Our proposal seeks to count this space as yard or court, not “Main Building” so as to be excluded from setbacks as described in Sacramento County Code 305-02 (b).

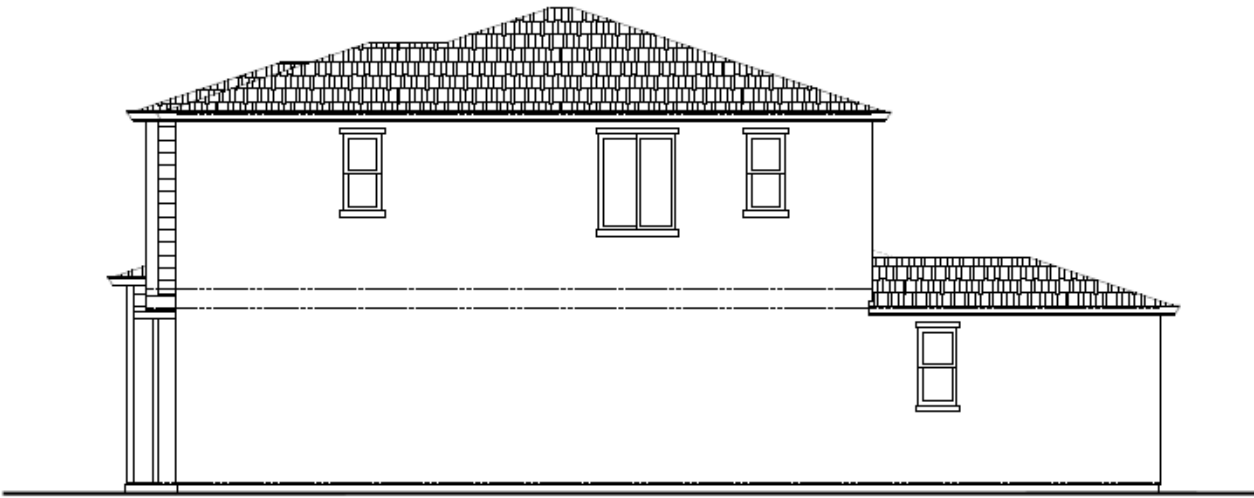


ELEVATE: EV2: 1,794 PLAN: NORTHWEST MODERN ELEVATION STYLE



NORTHWEST MODERN
ROOF PLAN

SCALE: 1/4"=1'-0"



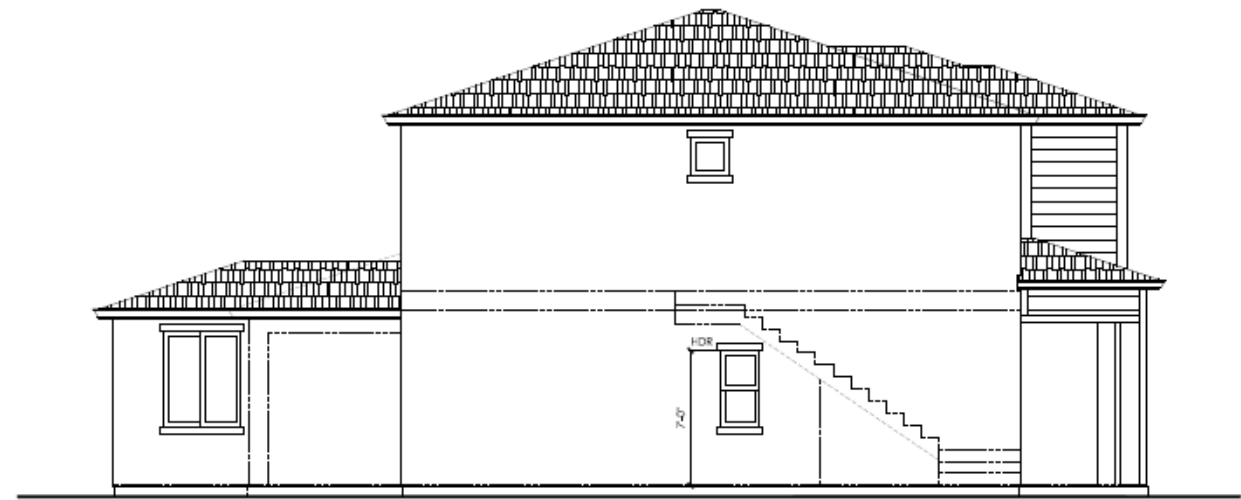
NORTHWEST MODERN
RIGHT SIDE ELEVATION

SCALE: 1/4"=1'-0"



NORTHWEST MODERN
FRONT ELEVATION

SCALE: 1/4"=1'-0"



NORTHWEST MODERN
LEFT SIDE ELEVATION

SCALE: 1/4"=1'-0"

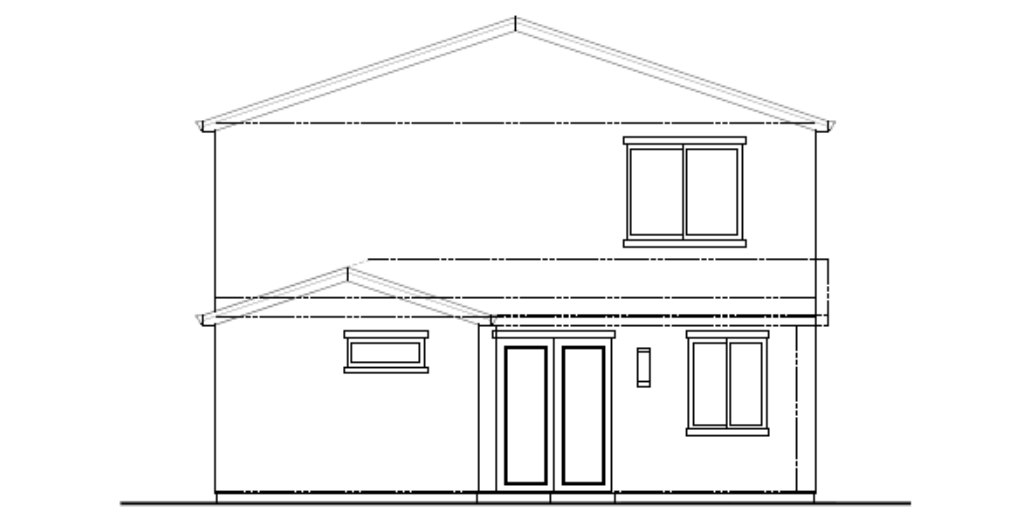
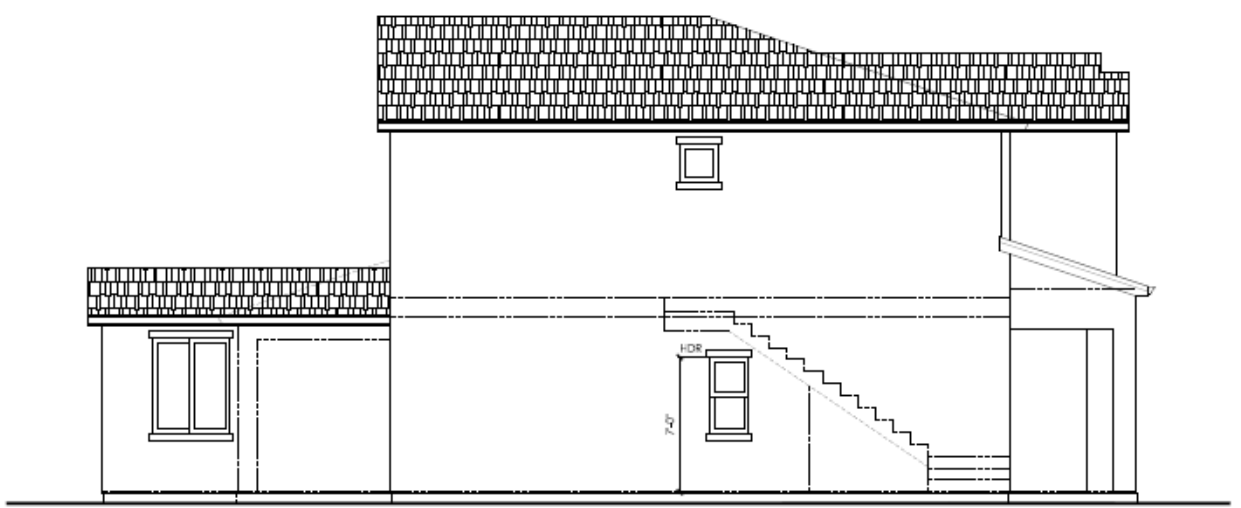
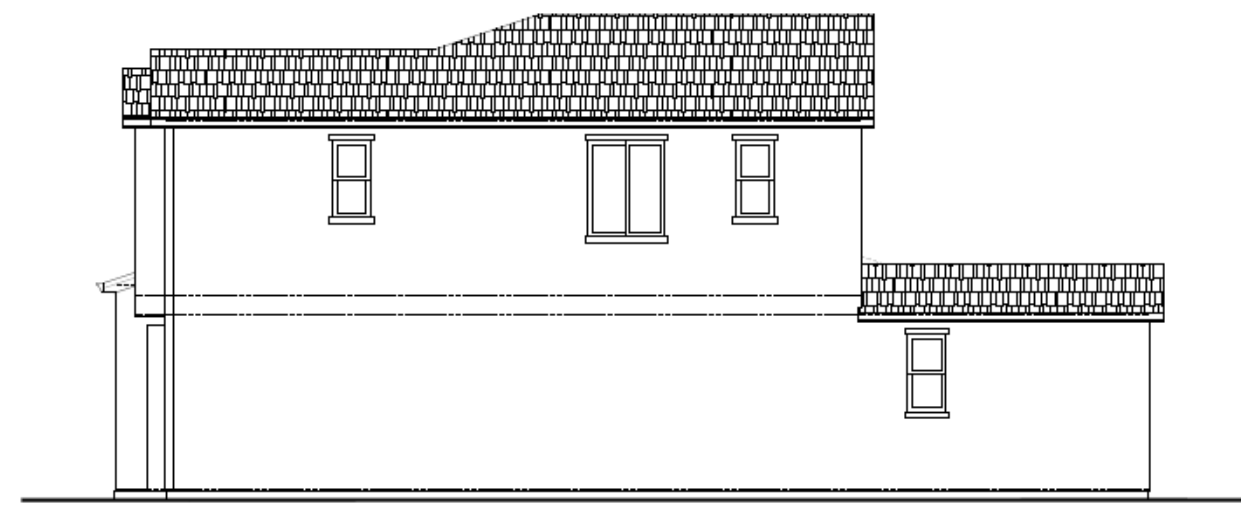
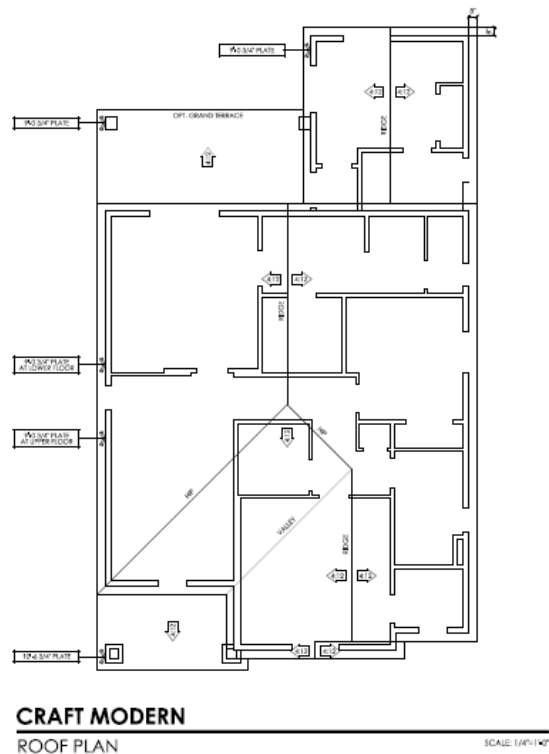


NORTHWEST MODERN
REAR ELEVATION

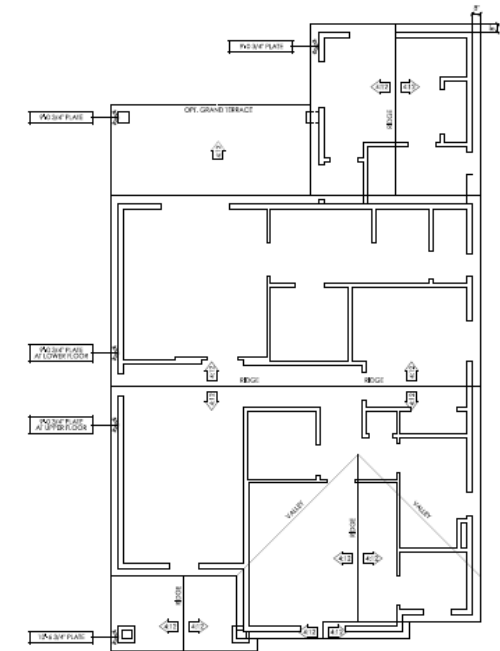
SCALE: 1/4"=1'-0"



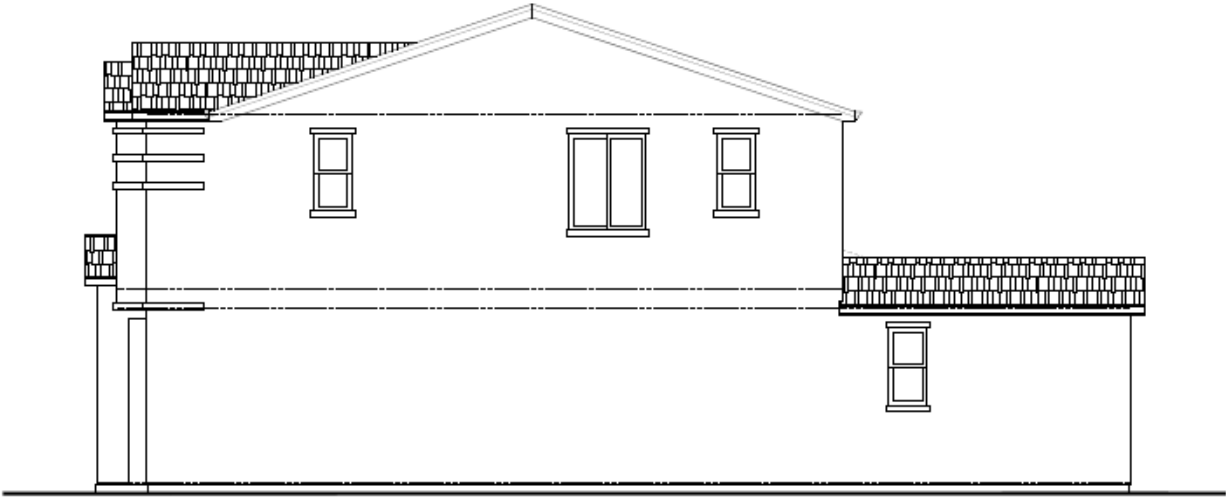
ELEVATE: EV2: 1,794 PLAN: CRAFT MODERN ELEVATION STYLE



ELEVATE: EV2: 1,794 PLAN: CALIFORNIA MODERN ELEVATION STYLE



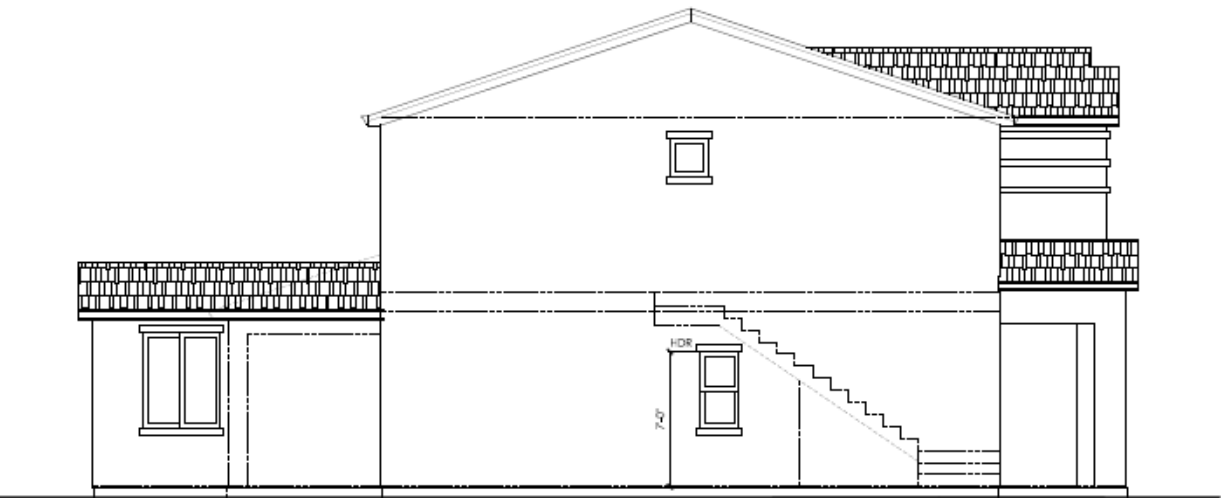
CALIFORNIA MODERN
ROOF PLAN
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
RIGHT SIDE ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
FRONT ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
LEFT SIDE ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
REAR ELEVATION
SCALE: 1/4"=1'-0"

ELEVATE: EV3: 1,844 PLAN: FRONT ELEVATIONS



Craft Modern



Northwest Modern



California Modern

Premier Homes California Elevate Montelena Plan EV-3

ELEVATE: EV3: 1,844 PLAN: FLOORPLAN



Premier Homes California Elevate Montelena Plan EV-3
1884 Square Feet

ELEVATE: EV3 PLAN: 1,844: SETBACKS

Current Setback Standards:

Front:
16’ to Living
19’ to Garage
5’ and 4’ Side Yards

Rear:
20% , no less than 10’

Side:
5’ one side, 4’ one side

CURRENT SETBACK STANDARDS APPLY TO ALL TWO-STORY AND SINGLE STORY LOTS WITH A PROPOSED DEPTH OF 100’ OR MORE

Elevate Plan 3 (Two Story): Proposed

Setback:

Front:
80’ Deep Lot = 12’-6" to living
80’ Deep Lot = 19’ to garage

Side:
40’ Wide Lot = 5’ one side, 4’ one side

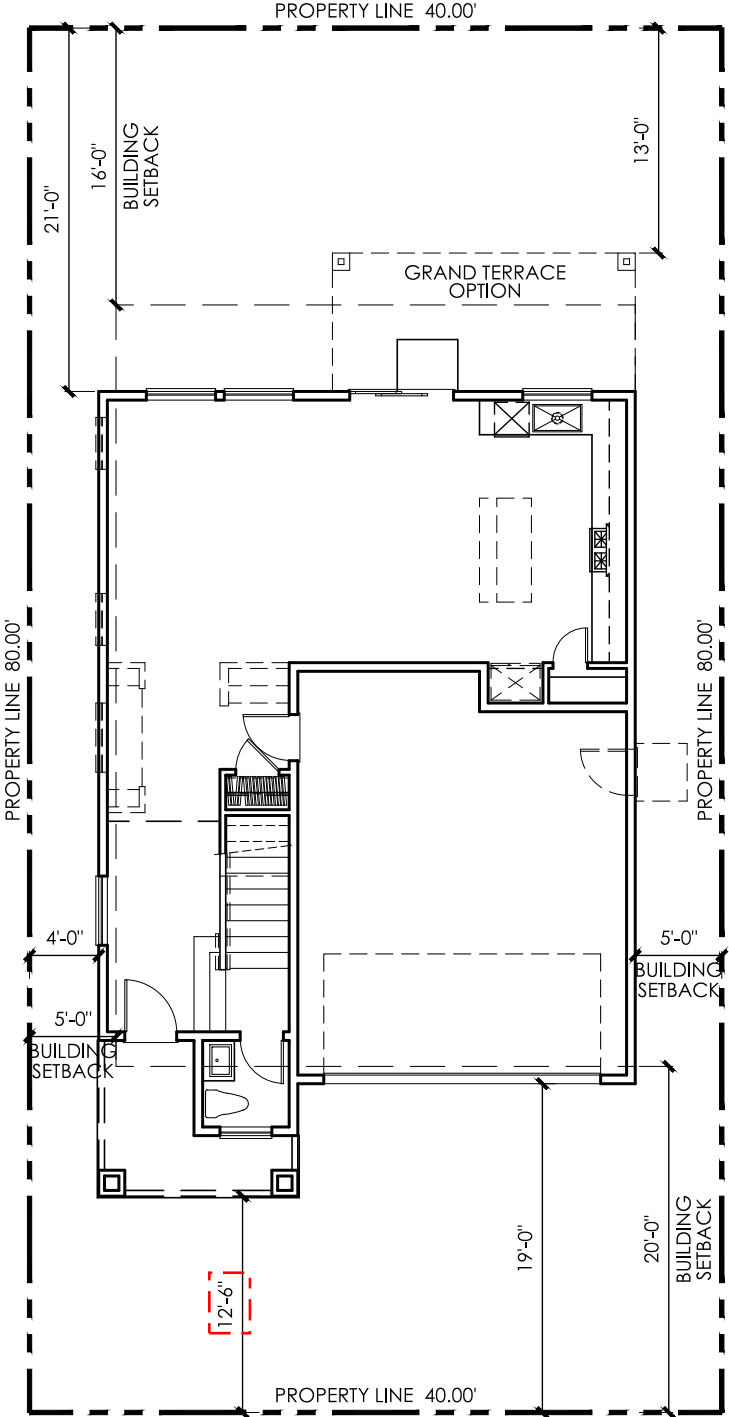
Rear:
10’

Exclude Grand Terrace Option from main home lot coverage.

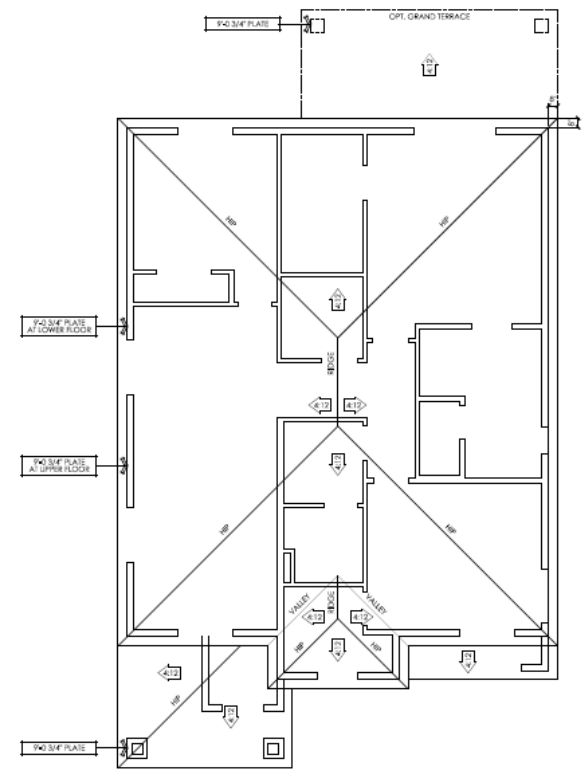
The main home lot coverage falls within the 16' foot rear setback. We are requesting the Grand Terrace Option to be excluded from the rear lot setback requirement as it is outdoor living. We would like to offer our customers the option of enhancing their rear yard without them having to build a structure after closing on the home. This will create consistency in the community and enhance its beautification while adding convenience for the buyer.

Proposed Setback Standard:

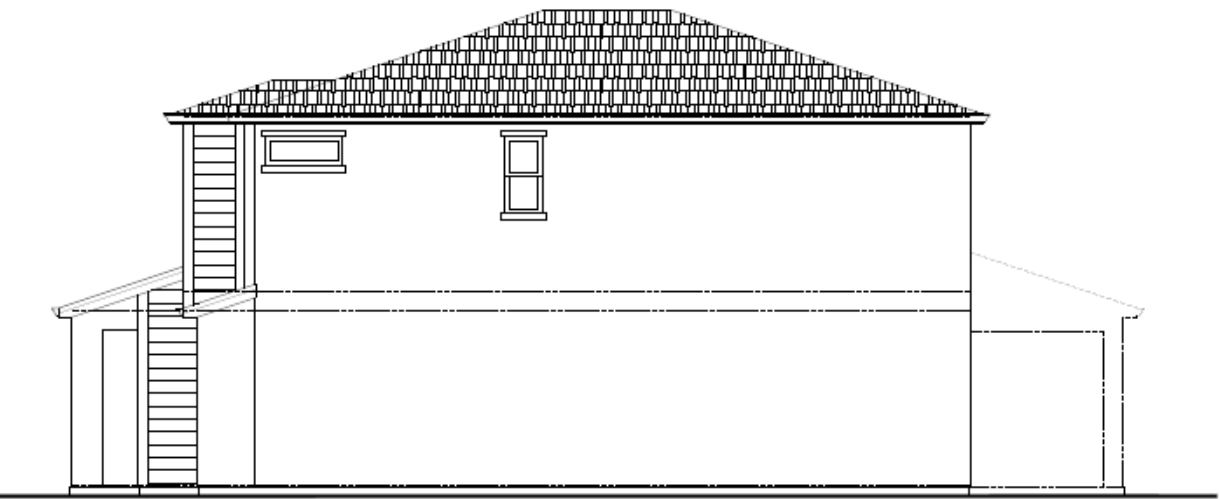
By providing outdoor living space through offering Covered Patios that extend from our plans as illustrated we are offering desired and finished outdoor areas that can be included with a home purchase rather than purchased after the fact. Our proposal seeks to count this space as yard or court, not “Main Building” so as to be excluded from setbacks as described in Sacramento County Code 305-02 (b).



ELEVATE: EV3 1,844 PLAN: NORTHWEST MODERN ELEVATION STYLE



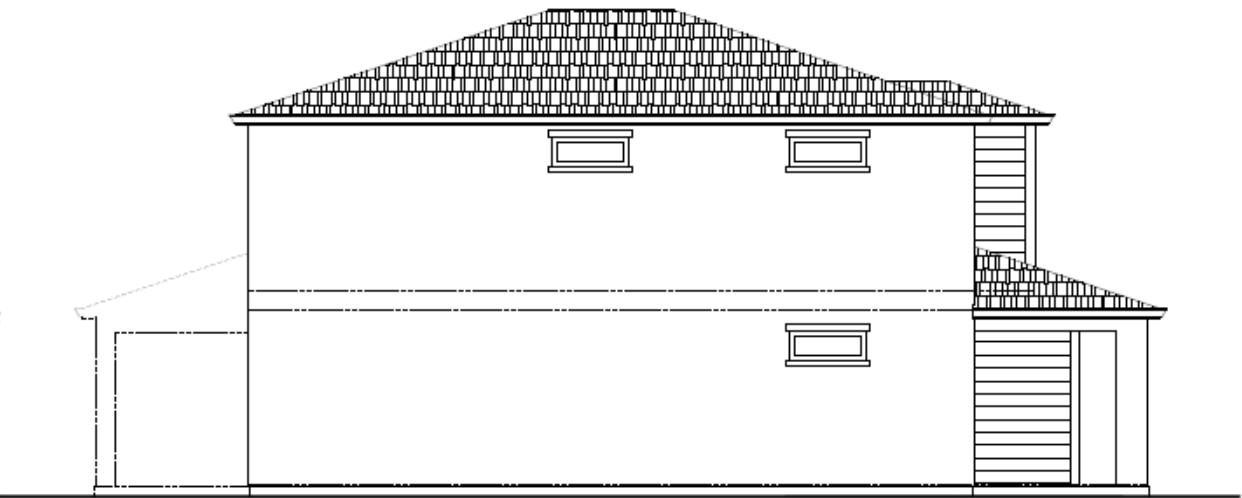
NORTHWEST MODERN
ROOF PLAN
SCALE: 1/4"=1'-0"



NORTHWEST MODERN
RIGHT SIDE ELEVATION
SCALE: 1/4"=1'-0"



NORTHWEST MODERN
FRONT ELEVATION
SCALE: 1/4"=1'-0"



NORTHWEST MODERN
LEFT SIDE ELEVATION
SCALE: 1/4"=1'-0"

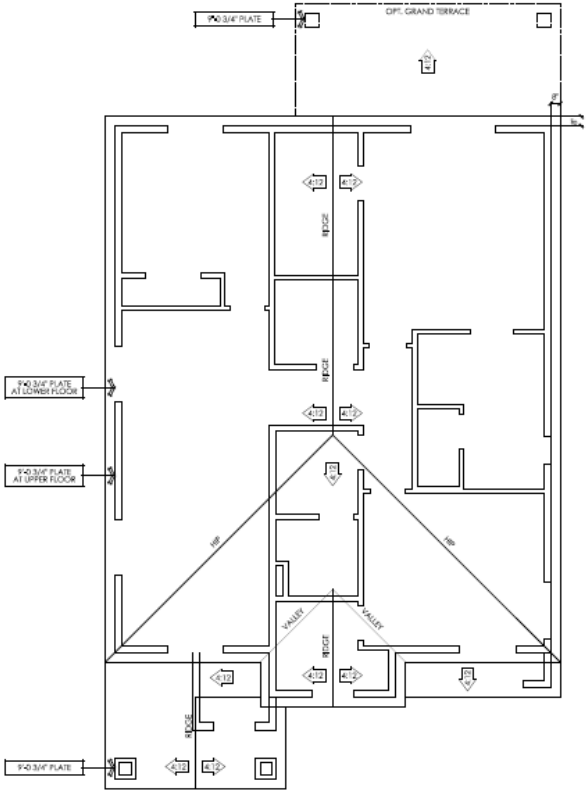


NORTHWEST MODERN
REAR ELEVATION
SCALE: 1/4"=1'-0"

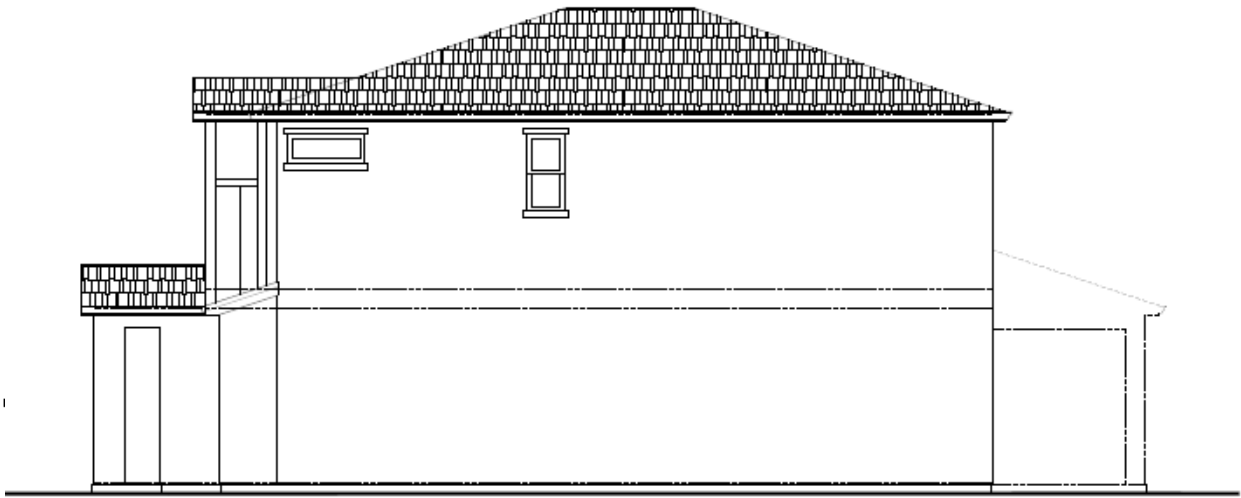
ELEVATE AT MONTELENA

City of Rancho Cordova, California

ELEVATE: EV3 1,844 PLAN: CRAFT MODERN ELEVATION STYLE



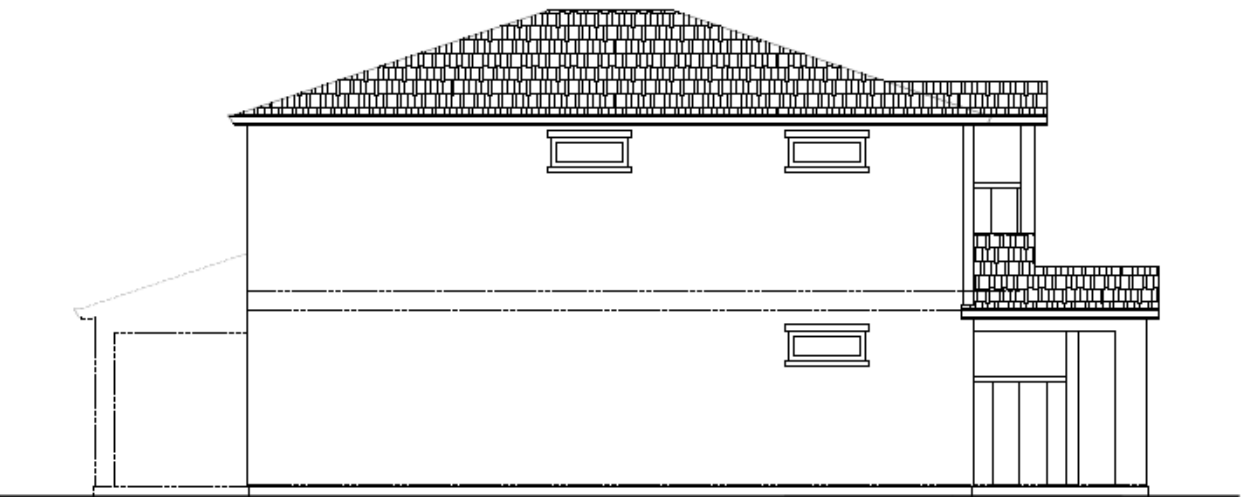
CRAFT MODERN
ROOF PLAN



CRAFT MODERN
RIGHT SIDE ELEVATION



CRAFT MODERN
FRONT ELEVATION

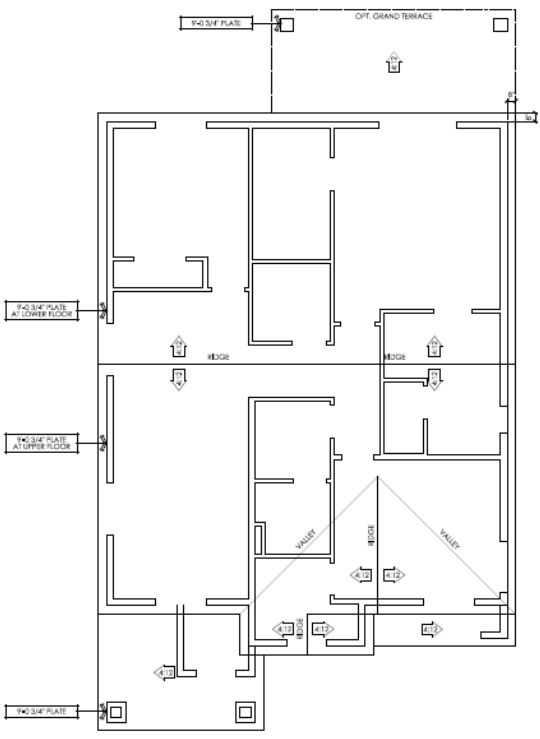


CRAFT MODERN
LEFT SIDE ELEVATION

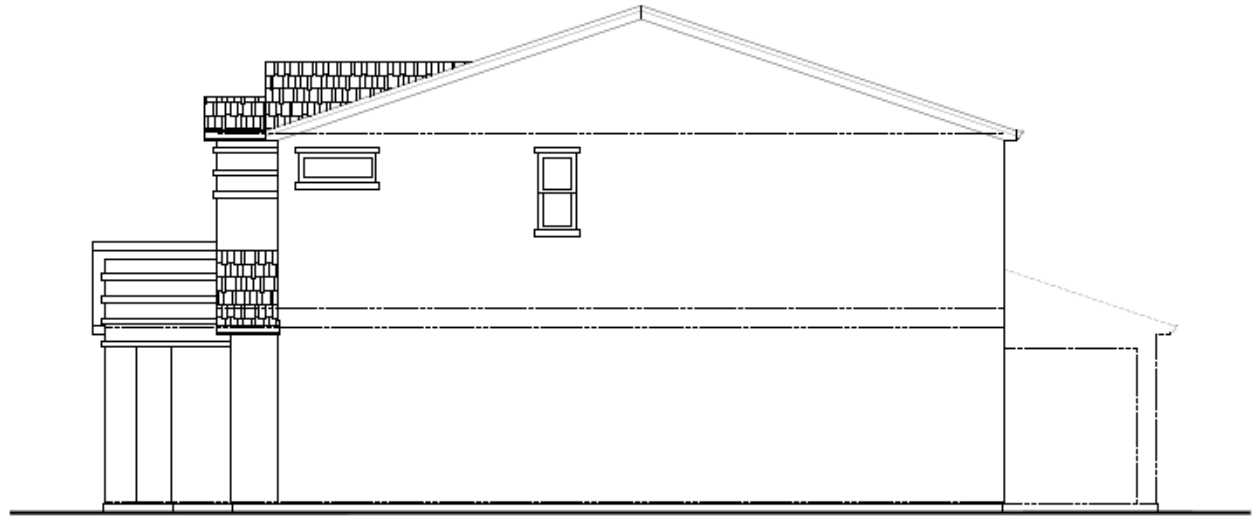


CRAFT MODERN
REAR ELEVATION

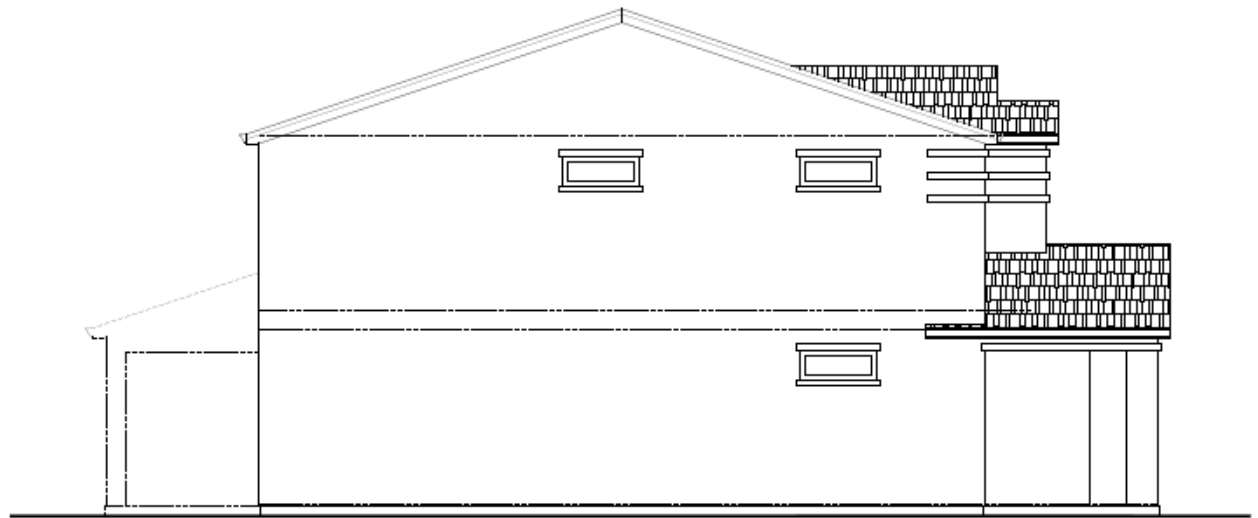
ELEVATE: EV3 1,844 PLAN: CALIFORNIA MODERN ELEVATION STYLE



CALIFORNIA MODERN
ROOF PLAN
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
RIGHT SIDE ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
LEFT SIDE ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
FRONT ELEVATION
SCALE: 1/4"=1'-0"



CALIFORNIA MODERN
REAR ELEVATION
SCALE: 1/4"=1'-0"

ELEVATE: EV4: 2,112 PLAN: FRONT ELEVATIONS



Craft Modern



Northwest Modern



California Modern

Premier Homes California Elevate Montelena Plan EV-4

ELEVATE: EV4: 2,112 PLAN: FLOORPLAN



Premier Homes California Elevate Montelera Plan EV-4
2112 Square Feet

ELEVATE: EV4 PLAN: 2,112: SETBACKS

Current Setback Standards:

- Front:
- 16’ to Living
 - 19’ to Garage
 - 5’ and 4’ Side Yards
- Rear:
- 20% , no less than 10’
- Side:
- 5’ one side, 4’ one side

CURRENT SETBACK STANDARDS APPLY TO ALL TWO-STORY AND SINGLE STORY LOTS WITH A PROPOSED DEPTH OF 100’ OR MORE

Elevate Plan 4 (Two Story): Proposed

Setback:

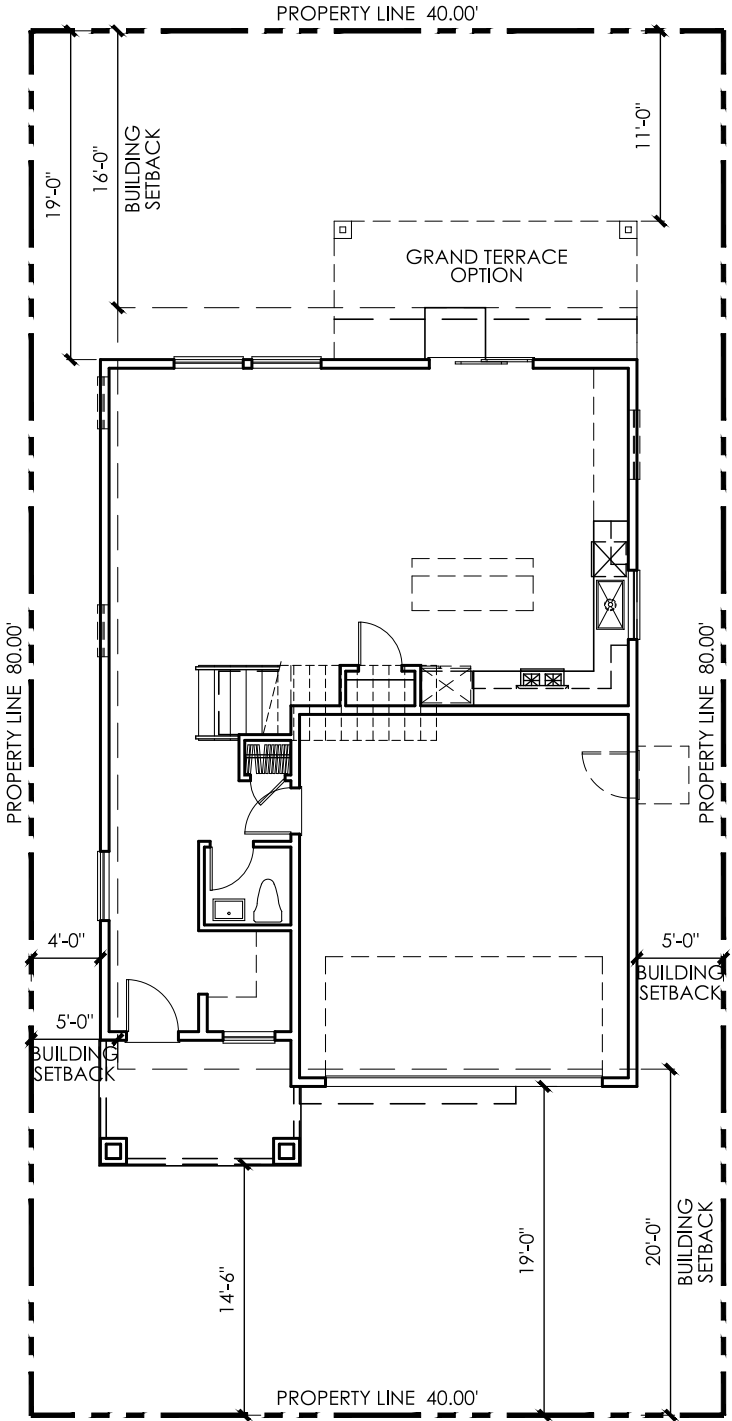
- Front:
- 80’ Deep Lot = 12’-6" to living
 - 80’ Deep Lot = 19’ to garage
- Side:
- 40’ Wide Lot = 5’ one side, 4’ one side
- Rear:
- 10’

Exclude Grand Terrace Option from main home lot coverage.

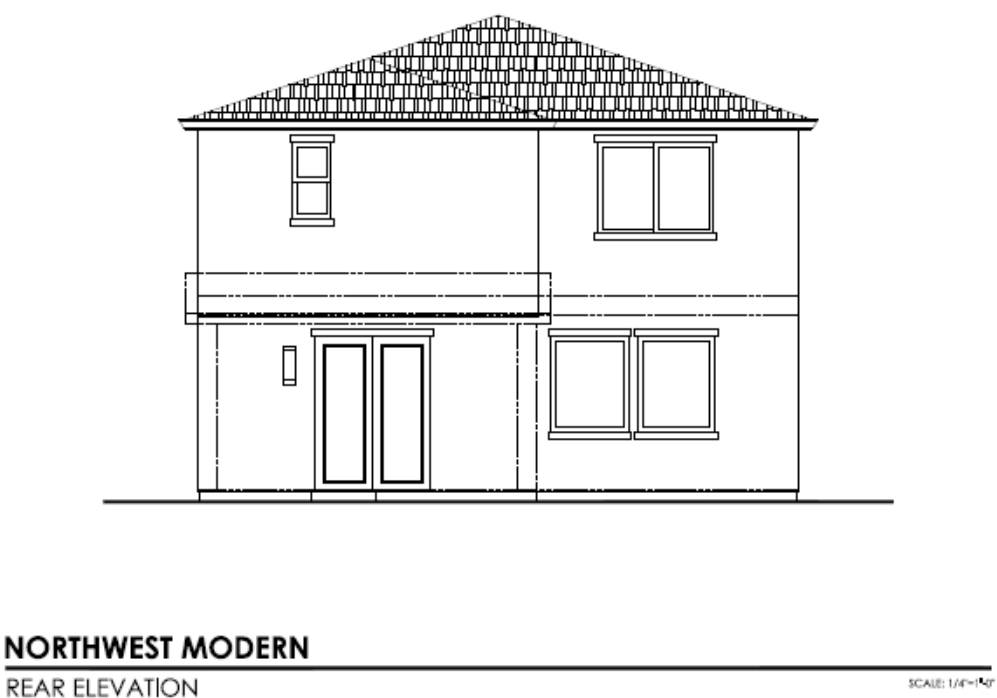
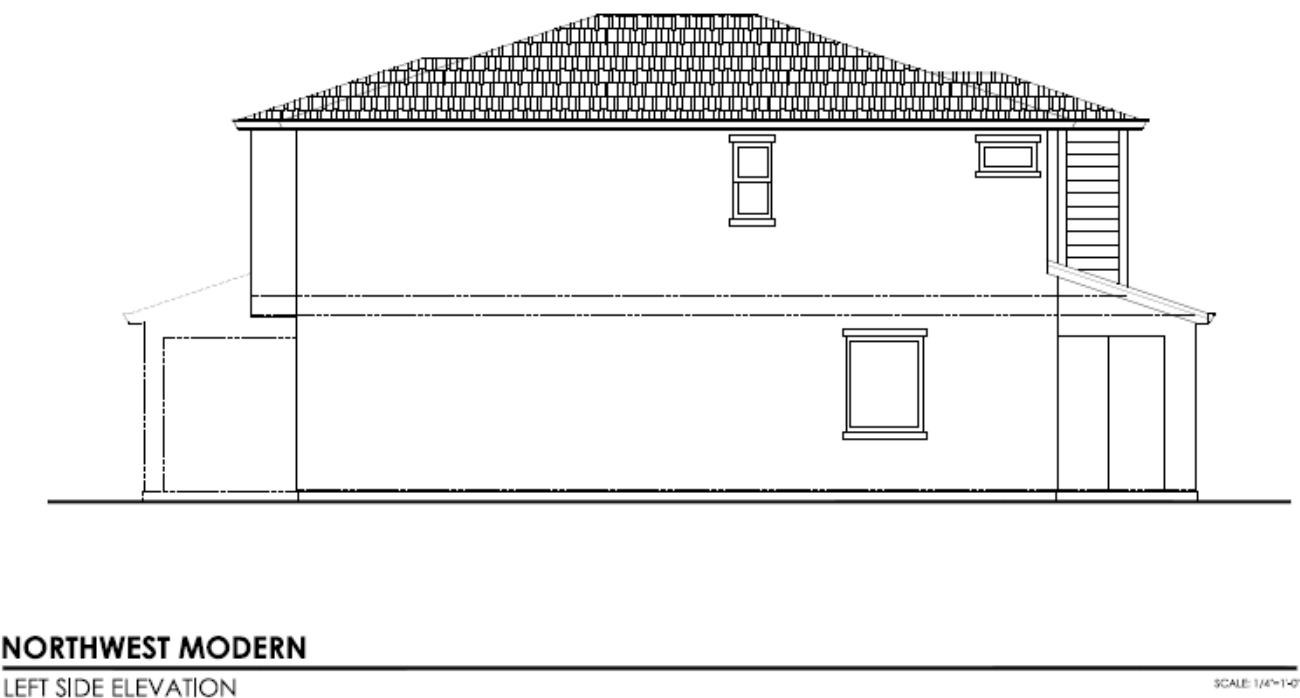
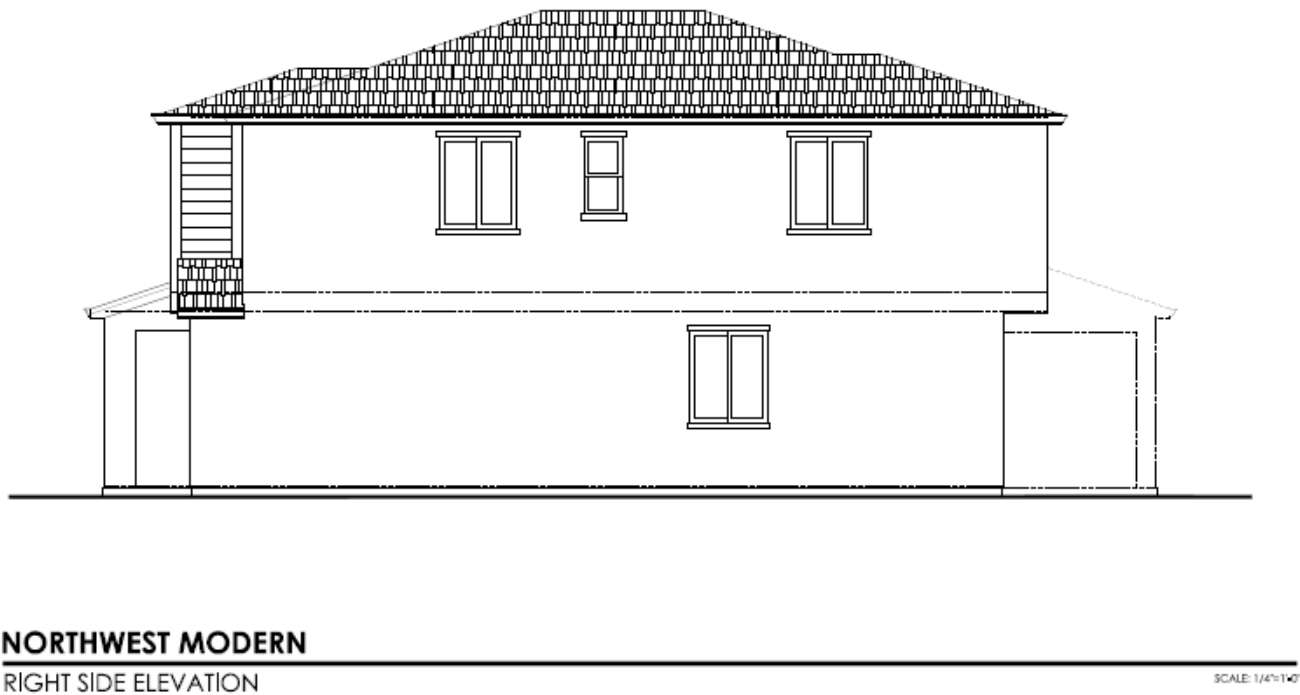
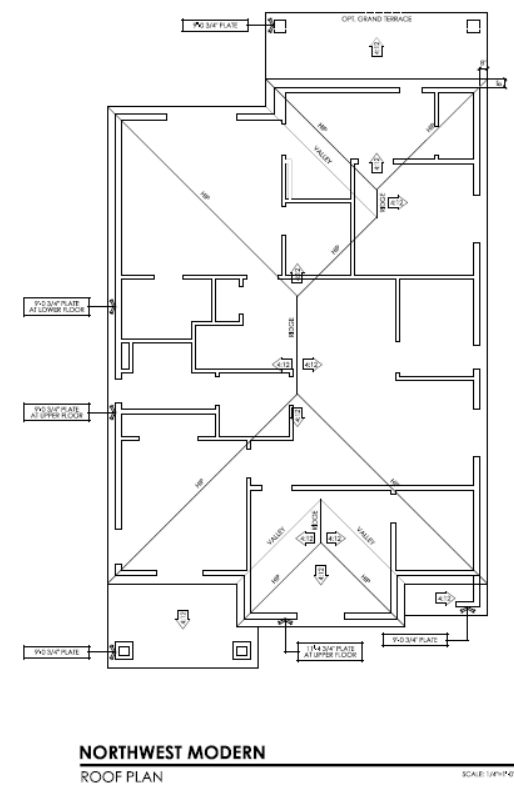
The main home lot coverage falls within the 16' foot rear setback. We are requesting the Grand Terrace Option to be excluded from the rear lot setback requirement as it is outdoor living. We would like to offer our customers the option of enhancing their rear yard without them having to build a structure after closing on the home. This will create consistency in the community and enhance its beautification while adding convenience for the buyer.

Proposed Setback Standard:

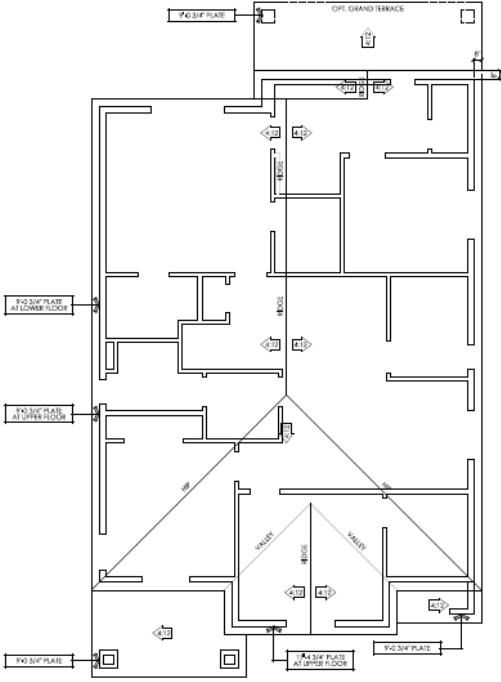
By providing outdoor living space through offering Covered Patios that extend from our plans as illustrated we are offering desired and finished outdoor areas that can be included with a home purchase rather than purchased after the fact. Our proposal seeks to count this space as yard or court, not “Main Building” so as to be excluded from setbacks as described in Sacramento County Code 305-02 (b).



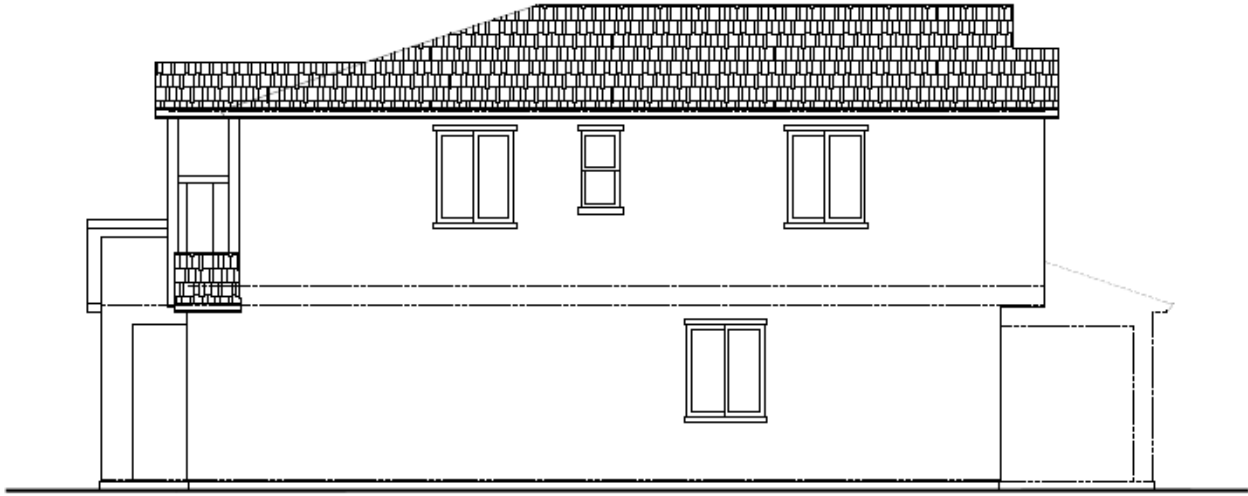
ELEVATE: EV4 : 2,112 PLAN: NORTHWEST MODERN ELEVATION STYLE



ELEVATE: EV4: 2,112 PLAN: CRAFT MODERN ELEVATION STYLE



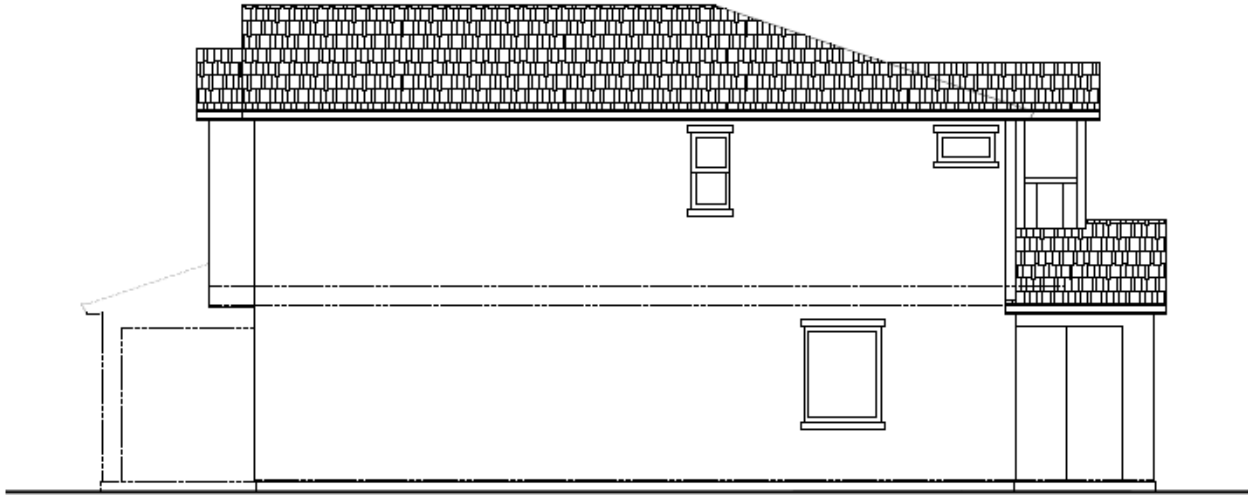
CRAFT MODERN
ROOF PLAN



CRAFT MODERN
RIGHT SIDE ELEVATION



CRAFT MODERN
FRONT ELEVATION

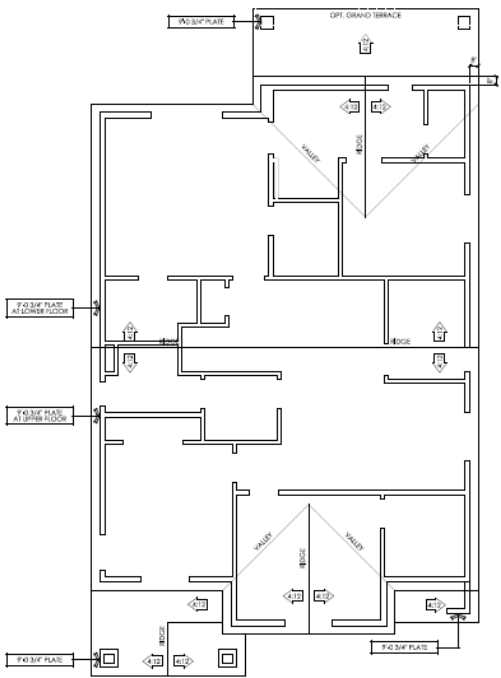


CRAFT MODERN
LEFT SIDE ELEVATION

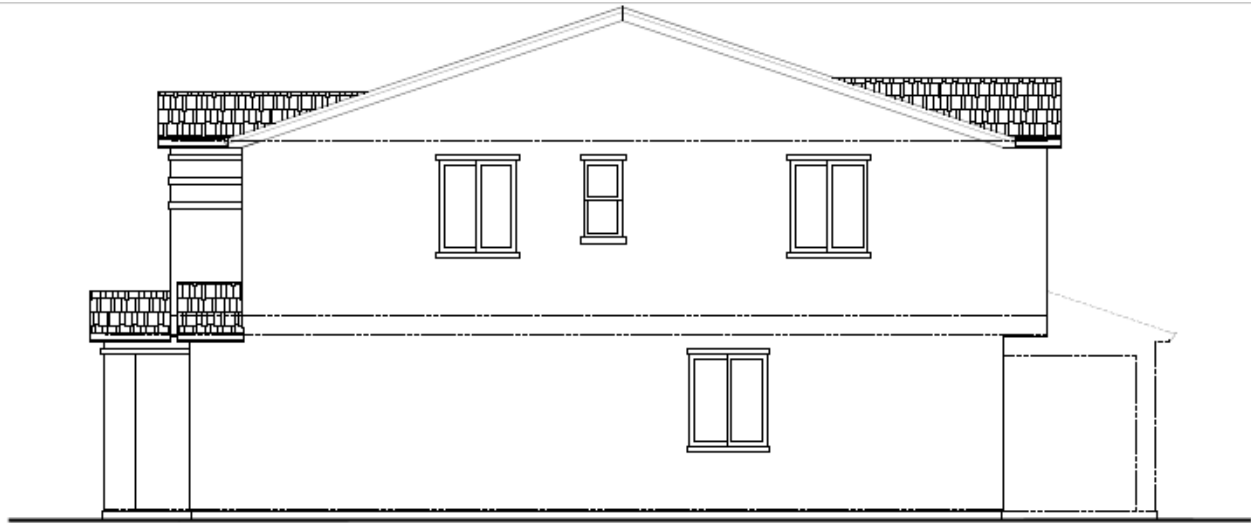


CRAFT MODERN
REAR ELEVATION

ELEVATE: EV4: 2,112 PLAN: CALIFORNIA MODERN ELEVATION STYLE



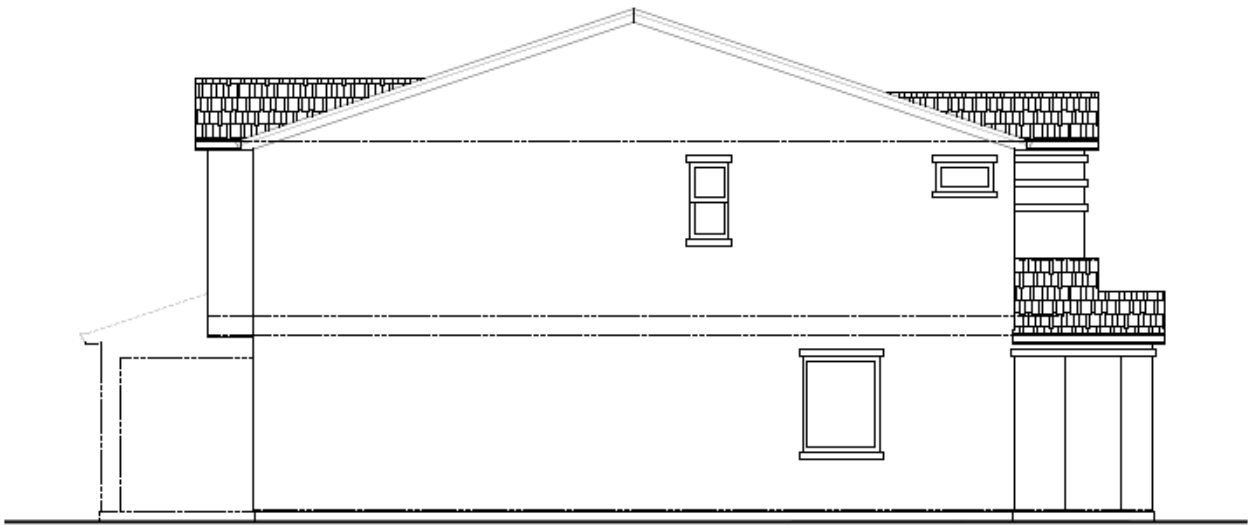
CALIFORNIA MODERN
ROOF PLAN



CALIFORNIA MODERN
RIGHT SIDE ELEVATION



CALIFORNIA MODERN
FRONT ELEVATION



CALIFORNIA MODERN
LEFT SIDE ELEVATION



CALIFORNIA MODERN
REAR ELEVATION

ITEM 10.1.

ELEVATE: COLOR & MATERIAL SELECTIONS LEGEND

CALIFORNIA MODERN ELEVATION	SCHEME 1	SCHEME 2	SCHEME 3
MAIN BODY:	SW 6148 WOOL SKEIN	SW 7531 CANVAS TAN	SW 6107 NOMADIC DESERT
ACCENT I:	SW 7055 EDURING BRONZE	SW 6117 SMOKEY TOPAZ	SW 7635 PALISADE
ACCENT II: FRONT DOOR, GARAGE DOOR	SW 7731 SAN ANTONIO SAGE	SW 6111 COCONUT HUSK	SW 7645 THUNDER GRAY
STONE:	N/A	N/A	N/A
GUTTER/TRIM/FACIA:	SW 7013 IVORY LACE	SW 7013 IVORY LACE	SW 7013 IVORY LACE
ROOF:	EAGLE: 4687 BEL AIR - BROWN GRAY RANGE	EAGLE: 4687 BEL AIR - BROWN GRAY RANGE	EAGLE: 4687 BEL AIR - BROWN GRAY RANGE

CRAFT MODERN ELEVATION	SCHEME 1	SCHEME 2	SCHEME 3
MAIN BODY/ GUTTER & FASCIA:	SW 7009 PEARLY WHITE	SW 7551 GREEK VILLA	SW 7656 RHINESTONE
ACCENT I:	SW 9143 CADET	SW 6209 RIPE OLIVE	SW 6993 BLACK OF NIGHT
ACCENT II: FRONT DOOR, GARAGE DOOR	SW 6251 OUTERSPACE	SW 7617 MEDITERRANEAN	SW 6249 STORM CLOUD
STONE:	N/A	N/A	N/A
TRIM:	SW 9143 CADET	SW 6209 RIPE OLIVE	SW 6993 BLACK OF NIGHT
ROOF:	EAGLE: 4503 BEL AIR - SIERRA MADRE	EAGLE: 4503 BEL AIR - SIERRA MADRE	EAGLE: 4503 BEL AIR - SIERRA MADRE

NORTHWEST MODERN ELEVATION	SCHEME 1	SCHEME 2	SCHEME 3
MAIN BODY:	SW 7506 LOGGIA	SW 7669 SUMMIT GRAY	SW 7044 AMAZING GRAY
ACCENT I:	SW 7743 MOUNTAIN ROAD	SW 6198 SENSIBLE HUE	SW 7082 STUNNING SHADE
ACCENT II: FRONT DOOR, GARAGE DOOR	SW 7069 IRON ORE	SW 7618 DEEP SEA DIVE	SW 6186 DRIED THYME
STONE:	N/A	N/A	N/A
GUTTER/TRIM/FACIA:	SW 7013 IVORY LACE	SW 7013 IVORY LACE	SW 7013 IVORY LACE
ROOF:	EAGLE: 4697 BEL AIR - SLATE RANGE	EAGLE: 4697 BEL AIR - SLATE RANGE	EAGLE: 4697 BEL AIR - SLATE RANGE

ITEM 10.1.
ELEVATE: CALIFORNIA MODERN ELEVATION

SCHEME 1

ACCENT I: SW 7005
ENDURING BRONZE

ACCENT II: SW 7731
SAN ANTONIO SAGE

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY: SW 6148
WOOL SKEIN



SCHEME 2

ACCENT I: SW 6117
SMOKEY TOPAZ

ACCENT II: SW 6111
COCONUT HUSK

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY: SW 7531
CANVAS TAN



SCHEME 3

ACCENT I: SW 7635
PALISADE

ACCENT II: SW 7645
THUNDER GRAY

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY: SW 6107
NOMADIC DESERT



GARAGE DOOR STYLE:
Wayne Dalton : Classic Steel



OPTIONAL GARAGE DOOR STYLE:
Wayne Dalton : Classic Steel



COACH LIGHT: GENERATIONS
LIGHTING- TOMEK COLLECTION

ITEM 10.1.
ELEVATE: CRAFT MODERN ELEVATE

SCHEME 1

ACCENT I :
SW 9143 CADET

ACCENT II: SW 6251
OUTERSPACE

GUTTER / FACIA : SW 7009
PEARLY WHITE



SCHEME 2

ACCENT 1 / TRIM:
SW 6209 RIPE OLIVE

ACCENT II: SW 7617
MEDITERRANEAN

GUTTER / FACIA : SW 7551
GREEK VILLA



SCHEME 3

ACCENT 1 / TRIM:
SW 6993 BLACK OF
NIGHT

ACCENT II: SW 6249
STORM CLOUD

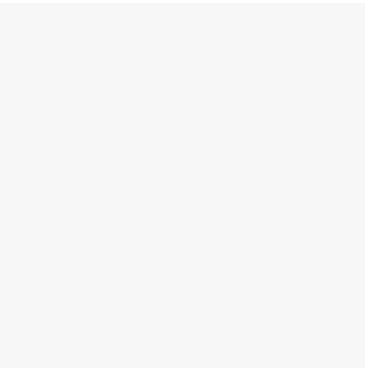
GUTTER / FACIA : SW 7656
RHINESTONE



GARAGE DOOR STYLE:
Wayne Dalton : CLASSIC STEEL



OPTIONAL GARAGE DOOR STYLE:
Wayne Dalton : Classic Steel



COACH LIGHT: GENERATIONS
LIGHTING- FOUNDERS COLLECTION

ITEM 10.1.
ELEVATE: NORTHWEST MODERN ELEVATION

SCHEME 1

ACCENT I: SW 7743
MOUNTAIN ROAD

ACCENT II: SW 7069
IRON ORE

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY: SW 4506
LOGGIA



SCHEME 2

ACCENT I: SW 6198
SENSIBLE HUE

ACCENT II: SW 7618
DEEP SEA DIVE

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY:SW 7669
SUMMIT GRAY



SCHEME 3

ACCENT I: SW 7082
STUNNING SHADE

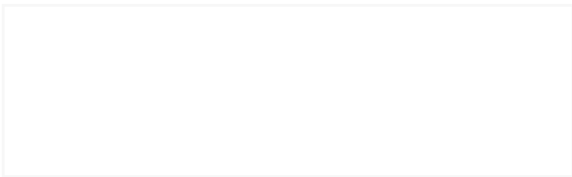
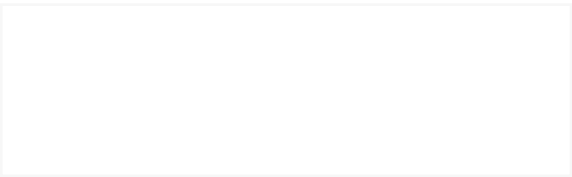
ACCENT II: SW 6186
DRIED THYME

GUTTER / TRIM /
FACIA : SW 7013
IVORY LACE

BODY: SW 7044
AMAZING GRAY



GARAGE DOOR STYLE:
Wayne Dalton : Classic Steel

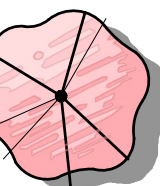
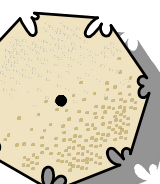


OPTIONAL GARAGE DOOR STYLE:
Wayne Dalton : Classic Steel



COACH LIGHT: PROGRESS
LIGHTING- WISH COLLECTION

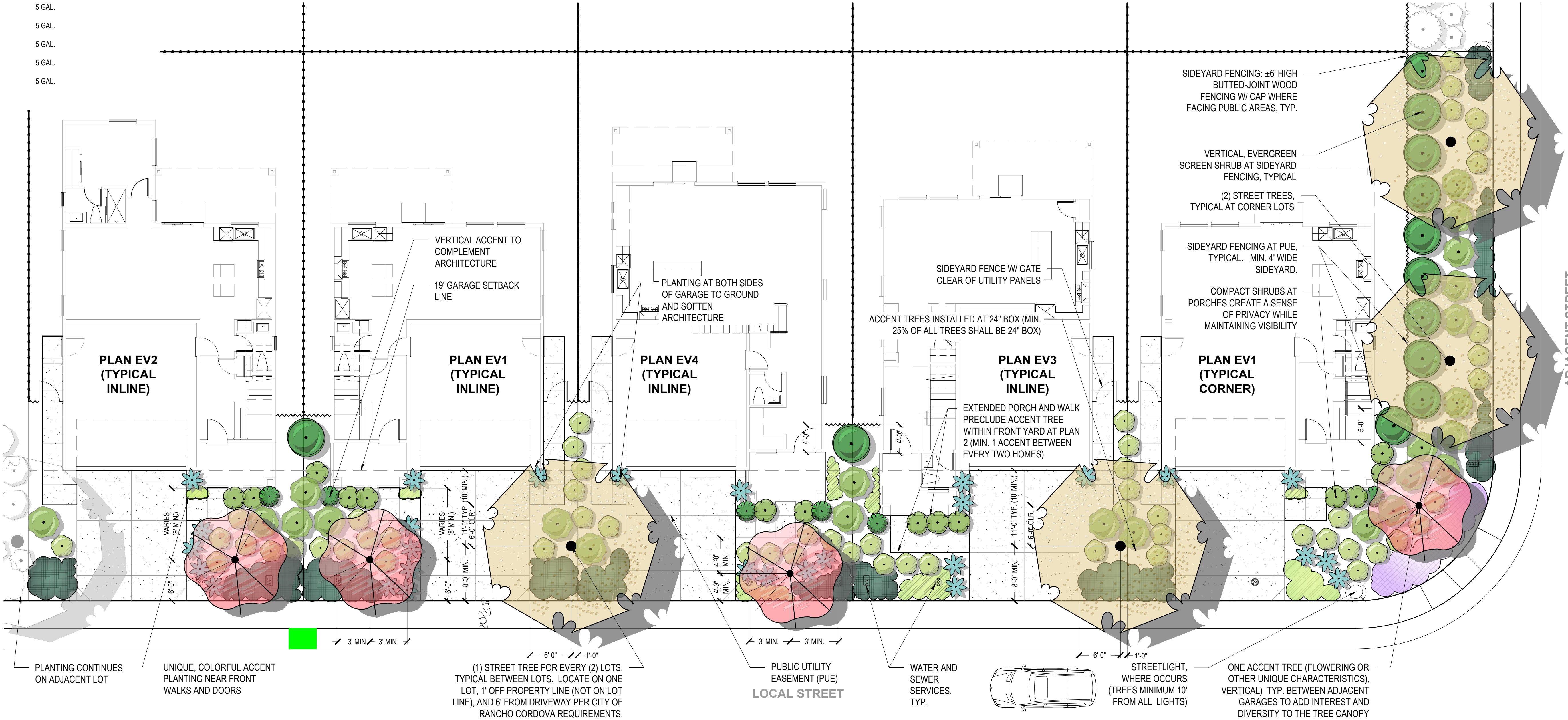
PRELIMINARY PLANT LEGEND

	ACCENT TREES SMALLER SIZE SUITABLE FOR PLANTING ADJACENT HOMES. LOCATED NEAR FRONT DOOR AT MOST PLANS (WHERE SPACE ALLOWS) CERCIS CANADENSIS 'OKLAHOMA' / OKLAHOMA REDBUD WUCOLS (L) CHIONANTHUS RETUSUS / CHINESE FRINGE TREE WUCOLS (M) ERIOBOTRYA DEFLEXA / BRONZE LOQUAT WUCOLS (L) MAGNOLIA GRANDIFLORA 'ST. MARY' / ST. MARY SOUTHERN MAGNOLIA WUCOLS (M) OR 'KAY PARRIS' AS AVAIL. OLEA EUROPAEA 'SWAN HILL' TM / SWAN HILL OLIVE WUCOLS (L)	24" BOX 24" BOX 24" BOX 24" BOX 24" BOX		VERTICAL SCREEN VERTICAL SCREENING SHRUBS - UPRIGHT HABIT, USED AGAINST WALLS, FENCES, ETC. ELAEOCARPUS DECIPENS 'LITTLE EMPEROR' / DWARF JAPANESE BLUEBERRY TREE WUCOLS (M), ALL EXPOSURES LIGUSTRUM JAPONICUM 'TEXANUM' / WAX LEAF PRIVET WUCOLS (M), ALL EXPOSURES PHOTINIA X FRASERI / PHOTINIA WUCOLS (L), ALL EXPOSURES PODOCARPUS MACROPHYLLUS MAKI / SHRUBBY YEW WUCOLS (L), N/E EXPOSURES PRUNUS CAROLINIANA 'COMPACTA' / 'COMPACTA' CAROLINA LAUREL WUCOLS (L), ALL EXPOSURES	5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL.		ACCENT PLANTS ACCENT PLANTS FOR SPECIAL INTEREST AGAPANTHUS AFRICANUS 'BLUE' OR 'WHITE' / LILY OF THE NILE WUCOLS (M), N/E EXPOSURE DIANELLA REVOLUTA 'LITTLE REV' / LITTLE REV FLAX LILY WUCOLS (L), S/W EXPOSURE DIETES VEGATA / FORTNIGHT LILY WUCOLS (L), ALL EXPOSURES ERIGERON KARVINSKIANUS 'PROFUSION' / SANTA BARBARA DAISY WUCOLS (L), ALL EXPOSURES PENNSETUM X 'FAIRY TAILS' / EVERGREEN FOUNTAIN GRASS WUCOLS (L), S/W EXPOSURE PHORMIUM TENAX 'MAORI MAIDEN/SUNRISE' / TRICOLOR NEW ZEALAND FLAX WUCOLS (M), S/W EXPOSURE	1 GAL. 1 GAL. 1 GAL. 1 GAL. 1 GAL. 1 GAL.		GROUND COVER SPREADING PLANTS, TYPICALLY EVERGREEN, AS FOREGROUND AND TURF SUBSTITUTE ARCTOSTAPHYLOS X 'EMERALD CARPET' / EMERALD CARPET MANZANITA WUCOLS (L), ALL EXPOSURES COPROSMA PUMILA 'VERDE VISTA' / CREEPING COPROSMA WUCOLS (L) COTONEASTER DAMMERI 'LOWFAST' / LOWFAST BEARBERRY COTONEASTER WUCOLS (L), ALL EXPOSURES JUNIPERUS HORIZONTALIS 'BLUE RUG' / BLUE RUG JUNIPER WUCOLS (L), ALL EXPOSURES ROSMARINUS OFF. 'HUNTINGTON CARPET' / PROSTRATE ROSEMARY WUCOLS (L), ALL EXPOSURES	1 GAL. 1 GAL. 1 GAL. 1 GAL. 1 GAL.
	STREET TREES SINGLE SPECIES AT EACH STREET SELECTED FOR SHADE AND MODERATE CANOPY GROWTH. ACER TRUNCATUM / SHANTUNG MAPLE WUCOLS (M) ARBUTUS X 'MARINA' / ARBUTUS STANDARD WUCOLS (M) NYSSA SYLVATICA / SOUR GUM WUCOLS (M) PISTACIA CHINENSIS 'RED PUSH' / RED PUSH CHINESE PISTACHE WUCOLS (M) QUERCUS VIRGINIANA 'CATHEDRAL' / CATHEDRAL SOUTHERN LIVE OAK WUCOLS (M) ULMUS PROPINQUA 'JFS-BIEBERICH' TM / EMERALD SUNSHINE ELM WUCOLS (M) ZELKOVA SERRATA 'GREEN VASE' / GREEN VASE SAWLEAF ZELKOVA WUCOLS (M)	15 GAL. 15 GAL. 15 GAL. 15 GAL. 15 GAL. 15 GAL.		MID-GROUND SHRUBS MID-GROUND SHRUBS SELECTED FOR INTEREST AND COLOR. PREDOMINATELY LOW WATER USE. CAMELLIA SASANQUA 'SHISHI GASHIRA' / SHISHI GASHIRA CAMELLIA WUCOLS (M), N/E EXPOSURES CISTUS PULVERULENTUS 'SUNSET' / ROCKROSE WUCOLS (L), S/W EXPOSURES ESCALLONIA X 'COMPACTA' / COMPACT ESCALLONIA WUCOLS (L), ALL EXPOSURES LAVANDULA DENTATA 'MUNSTEAD' OR 'GOODWIN CREEK' / FRENCH LAVENDER WUCOLS (L), S/W EXPOSURES LOROPETALUM CHINENSE RUBRUM 'FIRE DANCE' / PURPLE LEAF FRINGE FLOWER WUCOLS (M), N/E EXPOSURES RHAPHIOLEPIS INDICA 'PINK DANCER' / INDIAN HAWTHORNE WUCOLS (M), ALL EXPOSURES RHAPHIOLEPIS UMBELLATA 'MINOR' / DWARF YEDDA HAWHORNE WUCOLS (L), ALL EXPOSURES ROSA FLORIBUNDA 'ICEBERG' / ICEBERG ROSE WUCOLS (M), ALL EXPOSURES ROSMARINUS OFFICINALIS 'COLLINGWOOD INGRAM' / ROSEMARY WUCOLS (L), S/W EXPOSURES SALVIA CHAMAEDRYOIDES / MEXICAN BLUE SAGE WUCOLS (L), ALL EXPOSURES SPIRAEA X BUMALDA 'ANTHONY WATERER' / ANTHONY WATERER SPIRAEA WUCOLS (M), ALL EXPOSURES TEUCRIUM FRUTICANS 'AZUREUM' / AZURE BUSH GERMANDER WUCOLS (L), ALL EXPOSURES WESTRINGIA FRUTICOSA 'BLUE GEM' / COAST ROSEMARY WUCOLS (L), S/W EXPOSURES	5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL.		VERTICAL ACCENT CUPRESSUS SEMPERVIRENS 'TINY TOWER' TM / TINY TOWER ITALIAN CYPRESS WUCOLS (L) ILEX CRENATA 'SKY PENCIL' / SKY PENCIL JAPANESE HOLLY WUCOLS (L) PICEA GLAUCA 'CONICA' / DWARF ALBERTA SPRUCE WUCOLS (L)	5 GAL. 5 GAL. 5 GAL.		ENTRY WALK GROUND COVER SMALLER-SCALE GROUNDCOVERS, TYPICALLY FLOWERING, USED TO ADD INTEREST AND COLOR AT ENTRY WALKS TEUCRIUM CHAMAEDRYS 'PROSTRATUM' / PROSTRATE GERMANDER WUCOLS (L), ALL EXPOSURES TRACHELOSPERMUM JASMINOIDES / CHINESE STAR JASMINE WUCOLS (M) VERBENA C. 'HOMESTEAD PURPLE' / HOMESTEAD PURPLE VERBENA WUCOLS (L)	1 GAL. 1 GAL. 1 GAL.
	LARGE SHRUBS LARGE, EVERGREEN SHRUBS USED AS FOUNDATION PLANTING, BACKGROUND PLANTING, AND FOR SCREENING. ARCTOSTAPHYLOS DENSIFLORA 'HOWARD MCMINN' / HOWARD MCMINN MANZANITA WUCOLS (L), S/W EXPOSURES COTONEASTER LACTEUS / RED CLUSTERBERRY COTONEASTER WUCOLS (L), ALL EXPOSURES OLEA EUROPAEA 'LITTLE OLLIE' TM / LITTLE OLLIE OLIVE WUCOLS (L), S/W EXPOSURES OSMANTHUS FRAGRANS / SWEET OLIVE WUCOLS (M), N/E EXPOSURES PITTIOSPORUM TOBIRA 'VARIEGATA' / VARIEGATED MOCK ORANGE WUCOLS (L), ALL EXPOSURES PRUNUS LAUROCERASUS 'OTTO LUYKEN' / LUYKENS LAUREL WUCOLS (M), N/E EXPOSURES RHAMNUS CALIFORNICA 'EVE CASE' / CALIFORNIA COFFEEBERRY WUCOLS (L), ALL EXPOSURES RHAPHIOLEPIS X 'MONTIC' / MAGESTIC BEAUTY INDIAN HAWTHORN WUCOLS (L), ALL EXPOSURES	5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL.		SMALL VERTICAL SHRUBS VERTICAL SHRUBS FOR SMALL SPACES, TYPICALLY EVERGREEN. BUXUS MICROPHYLLA JAPONICA 'WINTER GEM' / WINTER GEM JAPANESE BOXWOOD WUCOLS (M), ALL EXPOSURES CALLISTEMON VIMINALIS 'BETTER JOHN' / BETTER JOHN WEEPING BOTTLEBRUSH WUCOLS (M), ALL EXPOSURES ESCALLONIA X 'NEWPORT DWARF' / NEWPORT DWARF ESCALLONIA WUCOLS (L), ALL EXPOSURES EUONYMUS FORTUNEI 'EMERALD 'N GOLD' / EMERALD 'N GOLD WINTERCREEPER WUCOLS (L), ALL EXPOSURES RHAPHIOLEPIS UMBELLATA 'MINOR' / DWARF YEDDA HAWHORNE WUCOLS (L), ALL EXPOSURES SPIRAEA JAPONICA 'ANTHONY WATERER' / ANTHONY WATERER SPIREA WUCOLS (L), ALL EXPOSURES	5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL. 5 GAL.		COMMUNITY CORNER GROUND COVER LOW FLOWERING GROUNDCOVERS, USED TO ADD INTEREST AND COLOR AT CORNERS ROSA X 'MEIDRIFORA' TM / CORAL DRIFT GROUND COVER ROSE WUCOLS (L) ROSA X 'MEIZORLAND' TM / WHITE DRIFT GROUND COVER ROSE WUCOLS (M)	1 GAL. 1 GAL.			
SIDEYARD FENCING: ±6" HIGH BUTTED-JOINT WOOD FENCING W/ CAP WHERE											

DESIGN REVIEW NOTES

PER THE CITY OF RANCHO CORDOVA DESIGN GUIDELINES AND WATER EFFICIENT LANDSCAPE ORDINANCE, THE FOLLOWING SHALL APPLY:

1. A MINIMUM OF 25% OF ALL TREES SHALL BE 24" BOX CONTAINER SIZE OR LARGER.
2. A MINIMUM OF 30% OF ALL TREES SHALL BE EVERGREEN.
3. ROOT BARRIERS ARE REQUIRED FOR TREES PLANTED WITHIN 10' OF PAVING OR HARDSCAPE PER ZONING CODE SECTION 23.716.
4. PRE-EMERGENT SHALL BE APPLIED TO ALL NON-SEEDED LANDSCAPE AREAS PRIOR TO PLANTING.
5. A 3" MINIMUM OF BARK MULCH IS REQUIRED IN ALL NON-TURF PLANTERS.
6. A WEED CONTROL LAYER IS REQUIRED IN ALL BARK MULCH AREAS.



DESIGN STATEMENT

Elevate at Montelena is a proposed community of single family residences. As part of an overall master-planned community, interest and variation is provided through the various differing architectural elevations. To provide continuity throughout the community, a consistent style is reflected in the landscape, eschewing arbitrary and jarring juxtapositions of varying design styles in the ground plane.

Front yard planting shown is indicative of builder-installed landscape. Planting will include a mixed palette of plants, from low foreground groundcover to larger background planting as foundation shrubs. Varying plant types emphasize a natural and native feel, with varying leaf color, structure, and texture, balancing the textures of the architecture.

All planting and irrigation will conform to the City's Water Efficient Landscape Ordinance (per lot). Point-source drip emitters will be used to irrigate shrubs and groundcover. Irrigation controllers will be self-adjusting (smart). All other requirements of the ordinance will be followed, including a minimum 3" deep layer of bark mulch in all non-turf planter areas.



DATE SIGNED: 06/04/21

ITEM 10.1.
CONDITIONS OF APPROVAL

ATTACHMENT 3
Exhibit B to the Resolution

Conditions of Approval		Category	Timing/ Implementation	Enforcement/ Monitoring
1.	The approved entitlement is for a Major Design Review Permit for Premier Homes, LLC, Montelena Village 7. The project shall be constructed consistent with the Design Booklet (<u>Exhibit A</u>) for four residential floor plans, and preliminary landscape plans. Project DD10055.	Project Description	On-Going	Planning
2.	The approved project includes a Special Development Permit for the following revised setbacks: Front Living Area Setback: 12.5 feet Rear yard Setback: Two story: 15 feet. Single story: 10 feet	Project Description	On-Going	Planning
3.	Applicant(s) agree to defend, indemnify and hold harmless with Counsel selected by the City of Rancho Cordova ("City") and its agents, officers, consultants, and employees ("City's Agents") from any and all claims, actions, suits, or proceedings against the City or the City's Agents to attack, set aside, void, or annul an approval by the City, or the City's Agents concerning the project (collectively "Claim"). The City shall promptly notify the Applicant of any Claim and the City shall cooperate fully in the defense. Nothing in this paragraph obligates the City to defend any Claim and the City is not required to pay or perform any settlement arising from any such Claim not defended by the City, unless the settlement is approved in writing by the City.	General	On-Going	Planning
4.	Any future alteration to the buildings, change in use, intensification of the site, or modification to the parking and landscaped area must be reviewed by the City to ensure compliance with all local, state, and federal regulations. Minor modifications that are found to be in substantial conformance with the approved plans such as colors, plant materials, or minor lot line adjustments, may be approved administratively. Major modifications shall be approved by the applicable decision making body.	General	On-Going	Planning
5.	Applicant/Developer shall not carry a negative account balance with the City for the processing of the project. If a negative account balance occurs, it will be the developer's	General	On-Going	Planning

ITEM 10.1.
CONDITIONS OF APPROVAL

ATTACHMENT 3
Exhibit B to the Resolution

Conditions of Approval		Category	Timing/ Implementation	Enforcement/ Monitoring
	responsibility to pay the balance due, in order to avoid delays in the processing of future permits or recordation of maps. Please email the Finance Department at billings@cityofranhocordova.org for the status of your account with the City.			
6.	The Permit is valid for a period of three (3) years from the date of City Council approval unless an extension is granted by the Community Development Director or the Development Agreement expiration date.	Expiration	On-Going	Planning
7.	The applicant shall comply with the Sunridge Specific Plan EIR Mitigation Monitoring Reporting Plan (MMRP) and the Montelena Subdivision MND MMRP.	Environmental	On-Going	Planning
8.	Signage is not approved with this permit. All signage shall comply with the City of Rancho Cordova Zoning Code.	Signage	On-Going	Planning
9.	Noise sources associated with construction, repair, remodeling, demolition, paving and/or grading of any real property must adhere to the development standards outlined within the City's Noise Element, RCMC 6.68 and RCMC 16.18.1407(F).	Noise	On-Going	Code Enforcement /Building
10.	The removal and replanting of landscape not listed on the approved plan set must be consistent with RCMC 23.716.080 through 23.716.090 and reviewed by the Planning Department prior to the removal. All landscape care, maintenance, and tree pruning must adhere to RCMC 23.716.100 through 23.716.110.	Landscaping	On-Going	Planning
11.	Applicant shall be responsible for all damage to City streets associated with construction of the project and shall repair any damage as soon as possible.	Infrastructure	On-Going	Public Works
Prior to Issuance of Building Permit				
12.	Submit Master Plans that include final landscaping and fence plans for review and approval by the Planning Department.	Landscape	Prior to Issuance of Building Permit	Planning
13.	Final landscape plan shall include the addition of weed barrier installed in Front yard prior to installation of ground	Weed Barrier	Prior to Issuance of Building Permit	Planning

ITEM 10.1.
CONDITIONS OF APPROVAL

ATTACHMENT 3
Exhibit B to the Resolution

<u>Conditions of Approval</u>		<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>
	cover for each production home.			
14.	The following criteria will be used to ensure the project meets the adopted design guidelines: • Two of the same architectural styles or color schemes shall not be placed next to each other. • No two of the same floor plans may be placed next to each other, unless they have different elevations.	Plan Layout and Architecture	Prior to Issuance of Building Permit	Planning
15.	Sunridge Specific Plan Design Standard 75: "Two story residences shall not be located on more than three adjacent lots along a street frontage", shall not apply to Village 7.	Plan Layout	Prior to Issuance of Building Permit	Planning
16.	The applicant shall contact Permit Services Unit at PermitServices@sacsewer.com or 916-876-6100 to determine if sewer impact fees are due.	Sewer	Prior to issuance of Building Permits	Sacramento Sewer District
17.	Prior to the issuance of any building permits for the project, the project developer/owner shall pay appropriate development fees applicable at the time of building permit issuance in accordance with Title 4 of the Sacramento County Water Agency (SCWA) Code.	Water	Prior to issuance of Building Permits	Sacramento Water Agency
18.	Residential fire sprinkler plans shall be submitted for review and approval to the Sacramento Metropolitan Fire District for all new one and two family dwellings in accordance with the California Residential Code.	Fire Sprinklers	Prior to issuance of Building Permits	Fire
19.	A final landscape plan shall be submitted to the Planning Department in conjunction with improvement plan and or building permit submittal and approved by the Planning and Public Works Departments prior to issuance of permits and/or any installation of landscape materials RCMC 23.716.020. The final landscape planting and irrigation plan shall be prepared by a registered licensed landscape architect and include the following items per RCMC	Landscaping	Prior to issuance of Building Permits	Planning/Public Works

**ITEM 10.1.
CONDITIONS OF APPROVAL**

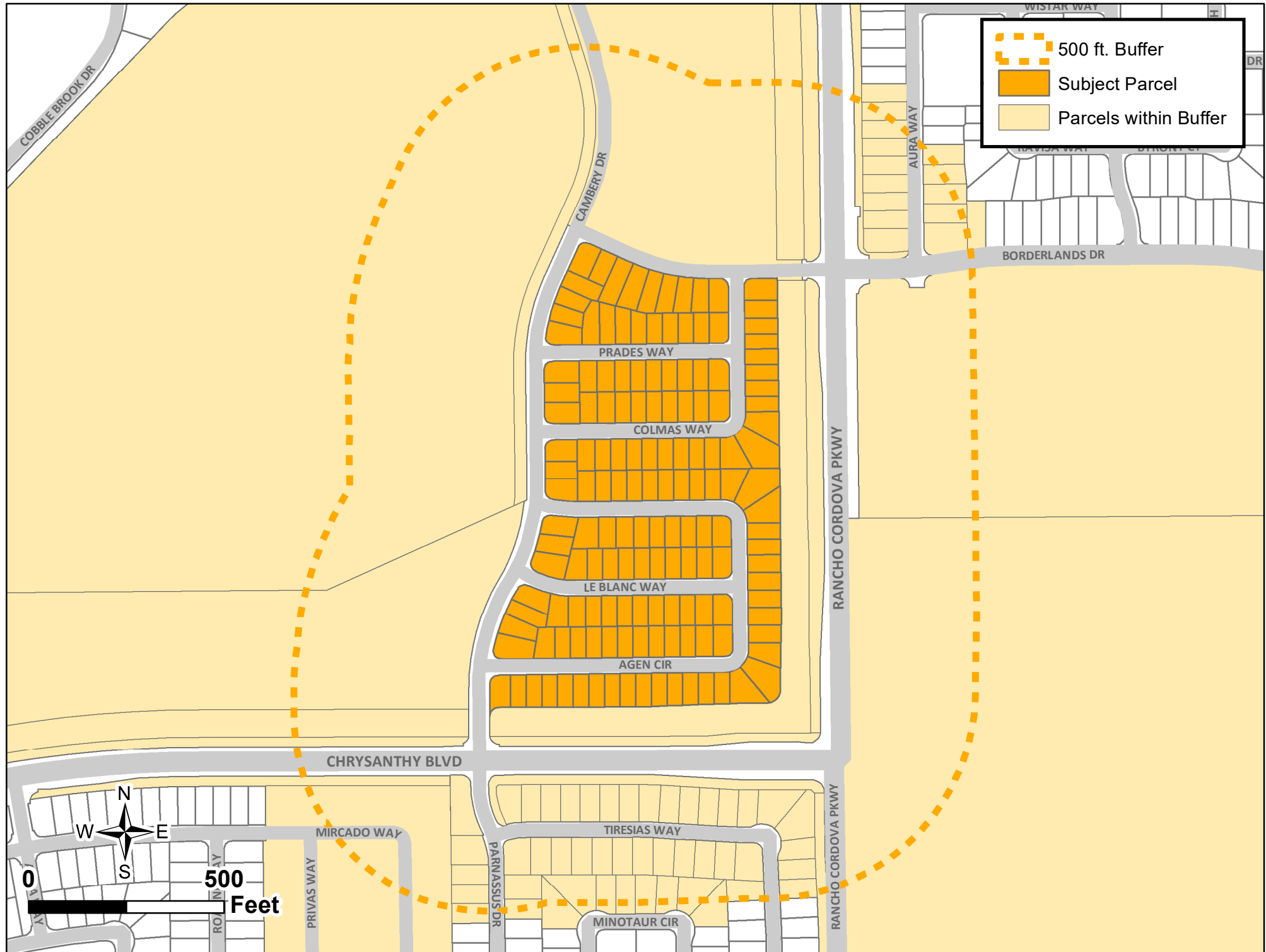
**ATTACHMENT 3
Exhibit B to the Resolution**

<u>Conditions of Approval</u>		Category	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>
	22.180.060: • Planting plan to scale that indicate slope • Irrigation Plan • Soils Test • Water Use Calculations • Irrigation Schedule			
20.	The applicant shall comply with SMUD conditions as follows; a. Structural setbacks less than 14-feet shall require the applicant to conduct a pre-engineering meeting with all utilities to ensure property clearances are maintained. b. SMUD reserves the right to use any portion of its easements on or adjacent to the subject property that it reasonably needs and shall not be responsible for any damages to the developed property within said easement that unreasonably interferes with those needs. c. The Applicant shall not place any building foundations within 5-feet of any SMUD trench to maintain adequate trench integrity. The Applicant shall verify specific clearance requirements for other utilities (e.g., Gas, Telephone, etc.). d. Any necessary future SMUD facilities located on the Applicant's property shall require a dedicated SMUD easement. This will be determined prior to SMUD performing work on the Applicant's property.	SMUD Infrastructure	Prior to issuance of Building Permits	SMUD
Prior to Final Inspection				
21.	Property Owner/Developer shall record Covenants, Conditions and Restrictions (CC&Rs) in a form approved by the City that names the City as a third-party beneficiary with rights and without obligation to, enforce the CC&Rs. The CC&Rs shall contain, at a minimum, certain provisions and references to the City's Property Maintenance Code and prohibit the parking of trailers, boats or recreational vehicles	Record CC&Rs	Prior to 1 st final Building Permit	Planning

ITEM 10.1.
CONDITIONS OF APPROVAL

ATTACHMENT 3
Exhibit B to the Resolution

<u>Conditions of Approval</u>		<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>
	in the driveway or on the public street.			
22.	A concrete path will be provided from the driveway to the garage person door and an additional concrete pad area shall be installed by the developer for the storage of garbage receptacles behind the fence line.	Outdoor area	Prior to final Building Inspection	Planning
23.	Each home must be equipped with adequate outdoor lighting as well as an illuminated address plate located on the front elevation.	Lighting	Prior to final Building Inspection	Planning
24.	Upon completion of the installation of the landscaping, the designer shall certify that the landscape complies with all city water conserving landscape requirements. Certification shall be accomplished by completion of a certificate of compliance on a form approved by the director of the city public works department. Specifically, for the Landscape Lots along the public right of way, failure to submit a complete and accurate certificate of compliance will delay final approval of the project and/or discontinue water service per RCMC 22.180.090. Upon receipt of the certificate of compliance and site inspection from City staff, the landscaping performance bond will be released.	Landscaping	Prior to final Building Inspection	Public Works
25.	Residential roof coverings shall consist of materials having a minimum Class C rating.	Fire	Prior to final Building Inspection	Fire
26.	Approved numbers or addresses shall be placed on all new or existing buildings in such a position as to be easily read from the street or road fronting the property. The minimum size of the numbers shall not be less than six (6) inches and shall be mounted immediately adjacent to a light source and shall also contrast with their background.	Address	Prior to final Building Inspection	Fire



ITEM 10.1.

SHERGILL PROPERTIES LLC
100 ENGLEHART DR
FOLSOM CA 95630

CURRENT OCCUPANT
11964 COBBLE BROOK DR
RANCHO CORDOVA CA 95742

HUNT ADRIENE MAYZELLA/RODERICK
CHARLES
12001 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12006 MIRCADO WAY
RANCHO CORDOVA CA 95742

GONZALEZ DELILAH/IAN RAFAEL ONG
12008 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12010 MIRCADO WAY
RANCHO CORDOVA CA 95742

PARK HYOUNG SOO/EUN JU CHUN
12012 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12014 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12017 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12020 MIRCADO WAY
RANCHO CORDOVA CA 95742

BHULLAR CHARAN S/AMANJOT K
11739 KOUROS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11974 COBBLE BROOK DR
RANCHO CORDOVA CA 95742

HIRAI JUSTIN YOSHIO/THIEN THAO
TANG
12004 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12007 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12009 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12011 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12013 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12015 MIRCADO WAY
RANCHO CORDOVA CA 95742

SRIKANTHARAO RAGHU
TIPPURU/SOWMYA NAGABHUSHANA
12017 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CHU HENRY
12020 TIRESIAS WAY
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
11911 CHRYSANTHY BLVD
RANCHO CORDOVA CA 95742

LESMANA ANDRIE/SHIENNY WIDJAJA
12000 TIRESIAS WAY
RANCHO CORDOVA CA 95742

GREWAL RUBYINDER KAUR/HARCHAIN
S CHAYRA/ETAL
12005 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12008 MIRCADO WAY
RANCHO CORDOVA CA 95742

YANG ERIC
12009 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12012 MIRCADO WAY
RANCHO CORDOVA CA 95742

KIM ALEX MYUNG HO/DIANNE
YOUNGKYUNG
12013 TIRESIAS WAY
RANCHO CORDOVA CA 95742

SINGH YADVIR/POOJA THAKUR
12016 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12019 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12021 MIRCADO WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.**ATTACHMENT 4**

ALFECHÉ EARL GERALD
12021 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12022 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12024 MIRCADO WAY
RANCHO CORDOVA CA 95742

BODHANKAR SHASHANK/PRIYANKA
HATWALNE
12024 TIRESIAS WAY
RANCHO CORDOVA CA 95742

HEDGE DIANA
12025 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12026 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12026 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12027 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12028 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12028 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12028 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12029 AGEN CIR
RANCHO CORDOVA CA 95742

ALDRETE CAROLINE/JAMES
12029 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12030 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12030 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12031 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12032 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12032 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12032 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12033 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12033 MIRCADO WAY
RANCHO CORDOVA CA 95742

GARCIA BRIAN B/JASMINE-
MAY/BENJAMIN SAN JOSE
12033 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12034 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12034 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12035 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12035 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12036 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12036 MIRCADO WAY
RANCHO CORDOVA CA 95742

GARCIA CAROL/PREM K PERUMAL V
12036 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12037 AGEN CIR
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
12037 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12039 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12041 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12042 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12044 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12045 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12047 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12048 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12049 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12051 AGEN CIR
RANCHO CORDOVA CA 95742

SCHULTZ WILLIAM EDWARD/MARY
ANN KIRK
12037 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12040 AGEN CIR
RANCHO CORDOVA CA 95742

BALL ROBERT/RANPREET KAUR/LAURIE
12041 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12043 AGEN CIR
RANCHO CORDOVA CA 95742

RANKIN CHRISTY A/DANIEL A
12044 TIRESIAS WAY
RANCHO CORDOVA CA 95742

MOHAMMED IMTIAZ ALI
12045 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12047 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12048 MIRCADO WAY
RANCHO CORDOVA CA 95742

VENKATESAN
PORTCHELVAN/ARCHANA SUDHAKAR
12049 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12051 MIRCADO WAY
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
12038 AGEN CIR
RANCHO CORDOVA CA 95742

YOON YOUNGSIK/HYUNYI WOO
12040 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12042 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12043 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12045 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12046 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12048 COBBLE BROOK DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12049 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12050 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12052 LE BLANC WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
12052 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12053 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12055 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12056 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12057 LE BLANC WAY
RANCHO CORDOVA CA 95742

PARTLOW NANCY J/JAMES C
12057 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12059 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12060 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12061 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12062 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12053 AGEN CIR
RANCHO CORDOVA CA 95742

SONG YUSOO/SOON HO
12053 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12055 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12056 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12057 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12058 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12060 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12061 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12061 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12063 AGEN CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
12053 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12054 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12056 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12057 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12057 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12059 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12060 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12061 LE BLANC WAY
RANCHO CORDOVA CA 95742

LEWIS SANDRA M/JENNIFER E
12061 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12064 LE BLANC WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
12064 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12065 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12067 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12068 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12069 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12070 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12072 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12072 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12073 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12075 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12064 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12065 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12068 LE BLANC WAY
RANCHO CORDOVA CA 95742

PUSATERI DIANNE/KEITH
12068 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12069 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12070 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12072 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12073 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12074 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12076 AGEN CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
12065 AGEN CIR
RANCHO CORDOVA CA 95742

WILLEMSEN MICHAEL C/TIANA H
12065 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12068 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12069 AGEN CIR
RANCHO CORDOVA CA 95742

XIAO XIU MEI/XIAO P WANG
12069 TIRESIAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12071 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12072 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12073 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12074 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12076 LE BLANC WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
12076 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12077 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12078 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12080 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12081 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12082 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12084 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12085 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12086 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12088 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12076 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12077 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12079 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12080 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12081 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12082 MIRCADO WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12084 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12085 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12087 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12088 PRADES WAY
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
12077 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12078 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12080 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12080 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12081 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12083 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12084 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12085 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12088 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12089 AGEN CIR
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
12089 LE BLANC WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12091 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12095 AGEN CIR
RANCHO CORDOVA CA 95742

CITY OF RANCHO CORDOVA
2729 PROSPECT PARK DR
RANCHO CORDOVA CA 95670

K HOVNANIAN AT JAEGER RANCH LLC
3721 DOUGLAS BLVD STE 150
ROSEVILLE CA 95661

CURRENT OCCUPANT
4111 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4115 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4119 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4123 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4128 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12089 PRADES WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12092 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12097 AGEN CIR
RANCHO CORDOVA CA 95742

CORDOVA RECREATION AND PARK
DISTRICT
2729 PROSPECT PARK DR STE 230
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
4088 RANCHO CORDOVA PKWY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4111 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4116 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4120 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4124 AURA WAY
RANCHO CORDOVA CA 95742

TOMLINSON DEVYN HALI/KYLE ROBERT
LACKNER
4131 AURA WAY
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
12090 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12093 AGEN CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
12099 AGEN CIR
RANCHO CORDOVA CA 95742

MDRE DEVELOPMENT LLC
3021 DAGGETT DR
GRANITE BAY CA 95746

CURRENT OCCUPANT
4094 RANCHO CORDOVA PKWY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4115 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4119 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4123 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4127 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4131 CAMBERY DR
RANCHO CORDOVA CA 95742

ITEM 10.1.**ATTACHMENT 4**

CURRENT OCCUPANT
4131 COLMAS WAY
RANCHO CORDOVA CA 95742

COUSIN EDWARD
4132 AURA WAY
RANCHO CORDOVA CA 95742

TIBBITTS MICHAEL J/YVONNE E
4135 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4135 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4135 COLMAS WAY
RANCHO CORDOVA CA 95742

CORNWELL DOUGLAS JR/BRITTNEY
4136 AURA WAY
RANCHO CORDOVA CA 95742

RAMIREZ ANTHONY JOSHUA/MARIA
CELESTE LOMELI
4139 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4139 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4139 COLMAS WAY
RANCHO CORDOVA CA 95742

TAN ANTONY/ANASTASIIA
MISHUROVSKA
4140 AURA WAY
RANCHO CORDOVA CA 95742

RAMASAMY
KARTHIKEYAN/SARAVANAMBIKA
GOVINDARAJAN
4143 AURA WAY
RANCHO CORDOVA CA 95742
CUPOLI ADINA LYNN/JONATHAN SCOTT
4147 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4143 COLMAS WAY
RANCHO CORDOVA CA 95742

TURNER ALEXANDRIA/QUANISHA
4144 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4147 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4147 COLMAS WAY
RANCHO CORDOVA CA 95742

VALDIVIA VICTOR/SAPPHIRE
4148 AURA WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4151 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4151 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4154 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4155 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4155 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4156 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4159 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4160 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4163 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4163 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4164 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4167 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4167 COLMAS WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
4168 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4172 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4179 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4183 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4187 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4191 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4218 PARNASSUS DR
RANCHO CORDOVA CA 95742

STEIN JAMES IRWIN/LOURDES DELA
FUENTE
4221 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4222 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4224 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4171 CAMBERY DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4175 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4179 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4183 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4187 COLMAS WAY
RANCHO CORDOVA CA 95742

MORA HEATHER/PAUL SCHWEIGER
4211 PARNASSUS DR
RANCHO CORDOVA CA 95742

MOSKAIRA MICHAEL PERALTA/AMOR
ZAPANTA
4219 PARNASSUS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4221 PRIVAS WAY
RANCHO CORDOVA CA 95742

SCHERMAN FREDERICK J
4223 PARNASSUS DR
RANCHO CORDOVA CA 95742

BLACK JASON/STEPHANIE DAWN
4225 MINOTAUR CIR
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
4171 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4176 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4180 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4184 COLMAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4188 COLMAS WAY
RANCHO CORDOVA CA 95742

SINGH JAGDISHWAR/PRABHINDERJIT
KAUR/JAGPREET SINGH
4215 PARNASSUS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4220 PRIVAS WAY
RANCHO CORDOVA CA 95742

MARTINEZ ERNEST LEE/MARIE
ANTOINETTE
4222 PARNASSUS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4223 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4225 PRIVAS WAY
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
4226 PRIVAS WAY
RANCHO CORDOVA CA 95742

SENTSOV VLADIMIR/TATYANA
4229 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4231 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4233 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4236 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4238 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4243 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4247 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4251 PRIVAS WAY
RANCHO CORDOVA CA 95742

BLISS KRISTINA N/COREY M
4386 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4227 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4229 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4232 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4234 PRIVAS WAY
RANCHO CORDOVA CA 95742

JOHNSON JOHN W/JAIME G CALUYA
4237 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4239 PRIVAS WAY
RANCHO CORDOVA CA 95742

PACLIBARE PIMENTEL MARK
ANDREW/MICHELLE LEE HEINS
4245 MINOTAUR CIR
RANCHO CORDOVA CA 95742

AMORUSO AMANDA G/STEPHEN M
WEGLEY
4249 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4253 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4406 BORDERLANDS DR
RANCHO CORDOVA CA 95742

ATTACHMENT 4

CURRENT OCCUPANT
4228 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4230 PRIVAS WAY
RANCHO CORDOVA CA 95742

BURKEY WALLACE NEIL/ELIZABETH
ANN/ROBERT PAUL/ETAL
4233 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4235 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4237 PRIVAS WAY
RANCHO CORDOVA CA 95742

RAMIREZ RIANO MARIO
ALEJANDRO/ETAL
4241 MINOTAUR CIR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4245 PRIVAS WAY
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4249 PRIVAS WAY
RANCHO CORDOVA CA 95742

CRESLEIGH HOMES CORPORATION
433 CALIFORNIA ST 7TH
SAN FRANCISCO CA 94104

CURRENT OCCUPANT
4419 BORDERLANDS DR
RANCHO CORDOVA CA 95742

ITEM 10.1.

CURRENT OCCUPANT
4421 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4427 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4433 BORDERLANDS DR
RANCHO CORDOVA CA 95742

MONTELENA DOUGLAS LLC
5241 ARNOLD AVE
MCCLELLAN CA 95652

CURRENT OCCUPANT
4423 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4429 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4435 BORDERLANDS DR
RANCHO CORDOVA CA 95742

SUNRIDGE ANATOLLA LLC
7700 COLLEGE TOWN DR 101
SACRAMENTO CA 95826

ATTACHMENT 4

CURRENT OCCUPANT
4425 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4431 BORDERLANDS DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
4499 RANCHO CORDOVA PKWY
RANCHO CORDOVA CA 95742

SACTO VLY CONSERVANCY
PO BOX 163351
SACRAMENTO CA 95816

ITEM 10.1.

ATTACHMENT 4

SACRAMENTO SANITATION DISTRICT
10060 GOETHE ROAD
SACRAMENTO CA 95827

SACRAMENTO REGIONAL COUNTY
SANITATION DISTRICT
10060 GOETHE ROAD
SACRAMENTO CA 95827

SACRAMENTO COUNTY WATER
AGENCY
10151 FLORIN ROAD
SACRAMENTO CA 95829

PG&E
2730 GATEWAY OAKS DRIVE
SACRAMENTO CA 95833

PG&E
343 SACRAMENTO STREET
AUBURN CA 95603

SMUD
6301 S STREET MS B304
SACRAMENTO CA 95817

SMUD
6301 S STREET MS B304
SACRAMENTO CA 95817

SMUD
6301 S STREET MS B404
SACRAMENTO CA 95817

SACRAMENTO METROPOLITAN FIRE
10545 ARMSTRONG AVE STE 310
MATHER CA 95655

ELK GROVE UNIFIED SCHOOL DISTRICT
9510 ELK GROVE-FLORIN RD
ELK GROVE CA 95624

SACRAMENTO COUNTY WATER
AGENCY
827 7TH STREET RM 301
SACRAMENTO CA 95814

CITY OF RANCHO CORDOVA
2729 PROSPECT PARK DR
RANCHO CORDOVA CA 95670

MEMORANDUM



ITEM 10.2.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: Nicholas Sosa, Associate Planner

SUBJECT: **SF SUPERMARKET LETTER OF PUBLIC CONVENIENCE AND NECESSITY FOR OFF-SITE CONSUMPTION ALCOHOL SALES; PROJECT NO. 10068 – LOCATED AT 2738 SUNRISE BOULEVARD**

PROPERTY OWNER: Hieu Tai Tran 108 Woodruff Avenue Arcadia, CA 91007	APPLICANT/DEVELOPER: Hieu Tai Tran 108 Woodruff Avenue Arcadia, CA 91007
---	--

PROJECT:	SF Supermarket (Applicant) is requesting a Letter of Public Convenience and Necessity (PCN) from the City of Rancho Cordova to move forward with a Type 21 off-site alcohol sales license with the Department of Alcoholic Beverage Control (ABC). The project location at 2738 Sunrise Boulevard contains a previously approved Conditional Use Permit (Project No. DD8590) for alcohol sales however, a PCN is required by ABC for approval for the Type 21 alcohol license.
FILE:	Project No. 10068
LOCATION:	2738 Sunrise Boulevard
ZONING:	Commercial Mixed Use (CMU) within the Convention Overlay (CO) District
GP ZONE:	Sunrise Boulevard South Planning Area (SBSPA)
APN:	072-0223-012-0000
PLANNER:	Nicholas Sosa, Associate Planner

RECOMMENDATION

Adopt the Resolution.

RESULT OF RECOMMENDED ACTION

Adoption of the Resolution would approve the Applicant's request for a Letter of Public Convenience and Necessity (PCN) to allow off-site sales of beer, wine, and liquor in conjunction with the SF Supermarket. The resolution would be forwarded to the Department of Alcoholic Beverage Control (ABC), which would allow the applicant to obtain a Type 21 license to sell alcohol.

BACKGROUND

The project is within an existing building, zoned Commercial Mixed Use (CMU) that is currently undergoing a remodel to become the SF Supermarket, which is a majority grocery store with some small retail components.

City Council Staff Report – Page 1 of 6

On August 3, 2015, the City Council approved a Conditional Use Permit (CUP) for the off-site sale of alcohol. At the time of the proposal, the 114,000 square foot building was vacant, and the property owner was requesting approval of the CUP to entice businessowners and to provide flexibility to future tenants as leases are negotiated. The CUP allows for the off-site alcohol sales only as incidental and in conjunction with retail and/or grocery sales within the existing commercial building. SF Supermarket will be required to conform to all conditions of approval and requirements that were part of the 2015 approval. The project site was also brought to Council on December 21, 2020 for a Major Design Review for the façade improvements for the building and a 2,338 SF addition. This project was approved, and the applicant currently has building permits under review.

PROJECT DESCRIPTION

On June 9, 2021, the Planning Department received an application for PCN at 2738 Sunrise Boulevard for the new SF Supermarket. The Applicant has applied for a Type 21 off-sale license (beer, wine, spirits) with ABC. After submitting their application for the license, the Applicant was informed they would need a PCN from the local jurisdiction due to the high concentration of alcohol licenses in the area.

Figure 1: Project Site Location



ANALYSIS

General Plan Compliance:

The project site is located in a Commercial Mixed-Use area of the Sunrise Boulevard South Planning Area within the Rancho Cordova General Plan. Target uses for this area include industrial, off mixed-use, and commercial mixed-use. Commercial mixed-use is primarily retail and service commercial development. SF Supermarket is consistent with the vision for this area in that it will provide a grocery store/supermarket as well as additional retailers indoors. The requested PCN in conjunction with the previously approved CUP will also be consistent with the General Plan in providing a variety of goods and services along Sunrise Boulevard.

Zoning Compliance:

The project site is located within the Convention Overlay (CO) District which provides its own use table that identifies uses intended specifically for the development of a convention center with related and supporting uses. The convention district is intended to be a specific place in the city that is entertaining, vibrant, and inviting to tourists, and residents alike. A grocery store/supermarket is a permitted use within the Convention Overlay and the use table does allow for off-site sale of alcohol with approval of a CUP, which was approved in 2015. The off-site sale of alcohol is consistent with neighboring business and existing uses in the area. See **Table 1** for surrounding designations and uses.

Table 1: Surrounding Designations and Existing Uses

Location	Existing Use	General Plan Designation	Zoning Designation
2738 Sunrise Boulevard (Corner of Sunrise Blvd and Trade Center Dr.)	SF Supermarket – Not yet open	Sunrise Boulevard South Planning Area (SBSPA)	Convention Overlay (CO)
North	Sunrise Event Center	Sunrise Boulevard South Planning Area (SBSPA)	Folsom Boulevard Specific Plan (FBSP)
East	Wendy's	Sunrise Boulevard South Planning Area (SBSPA)	Convention Overlay (CO)
South	Home Depot	Sunrise Boulevard South Planning Area (SBSPA)	Convention Overlay (CO)
West	Vacant Land	Office Mixed Use (OMU)	Convention Overlay (CO)

Public Convenience and Necessity (PCN):

As part of SF Supermarket's Type 21 application, the Alcoholic Beverage Control Act requires further review by the local governing body if any of the following conditions are applicable to a proposed location:

- (1) "The applicant premises are located in a crime reporting district that has a 20 percent greater number of reported crimes ... than the average number of reported crimes as determined from all crime reporting districts within the jurisdiction of the local law enforcement agency." (High-crime) **NOT APPLICABLE**
- (2) "As to on-sale retail license applications, the ratio of on-sale retail licenses to population in the census tract or census division in which the applicant premises are located exceeds the ratio of on-sale retail licenses to population in the county in which the applicant premises are located. **NOT APPLICABLE**
- (3) "As to off-sale retail license applications, the ratio of off-sale retail licenses to population in the census tract or census division in which the applicant premises are located exceeds the ratio of off-sale retail licenses to population in the county in which the applicant premises are located." (ratio of licenses to population) **APPLICABLE**

The Rancho Cordova Municipal Code Chapter 4.60 regulates the issuance of “letters of public convenience” and outlines that the request must be routed to all applicable agencies and must be heard before City Council for a determination of approval.

Planning Staff and the Rancho Cordova Police Department (RCPD) reviewed other active ABC licenses within the same census tract and found that 1 off-site alcohol license and 5 on-site restaurant alcohol licenses are present within a ½ mile radius of the subject property. (See Figure 2 and Table 2)

Figure 2: ½ mile radius map

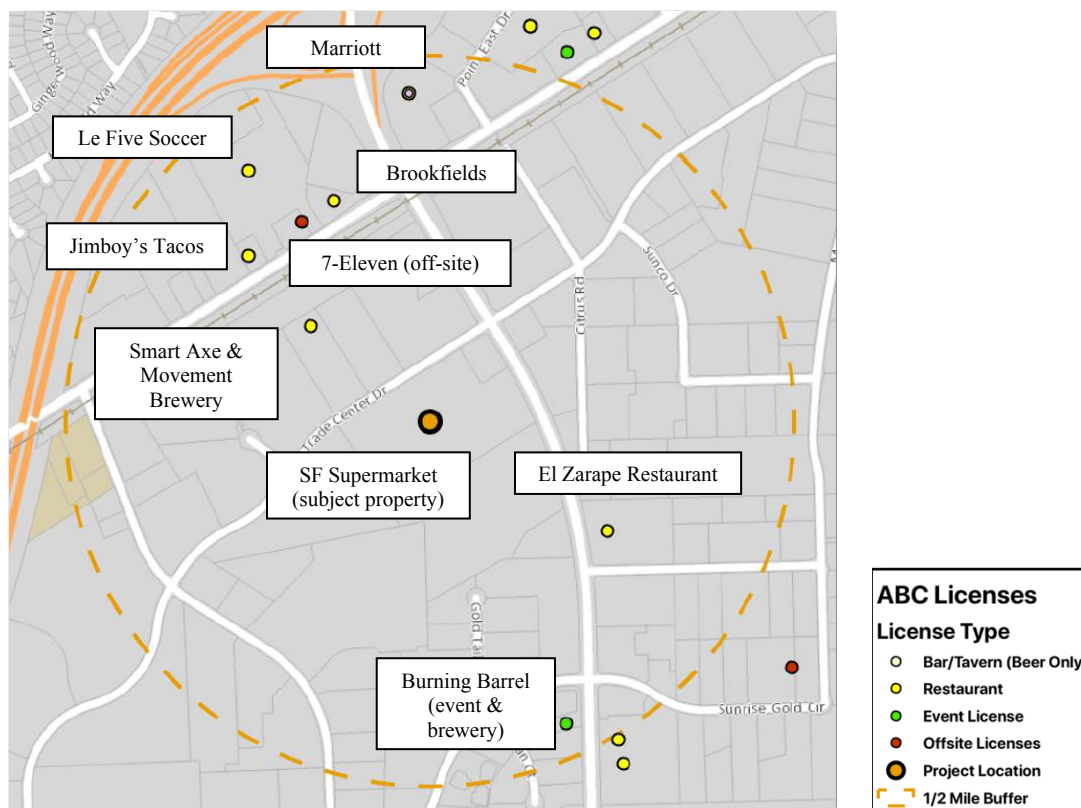


Table 2: All Active Alcohol Licenses within the ½ Mile Radius

	Status	License Type	Address	Business Name
1	Active	66, 58, 47, 68	11211 Point E Drive	Marriott
2	Active	41 (Restaurant)	11115 Folsom Boulevard Ste 200	Le Five Soccer
3	Active	41 (Restaurant)	11135 Folsom Boulevard	Brookfields
4	Active	41 (Restaurant)	11065 Folsom Boulevard	Jimboy's Tacos
5	Active	20 (Off-sale Beer/Wine)	11079 Folsom Boulevard	7 Eleven
6	Active	41 (Restaurant)	11151 Trade Center Drive #106	Smart Axe
7	Active	23 (Brewery)	11151 Trade Center Drive Ste #104 & #105	Movement Brewery
8	Pending	21 (Off-sale Beer/Wine/Liquor)	2738 Sunrise Boulevard	SF Supermarket
9	Active	47 (Restaurant)	11255 Sunrise Gold Circle Ste A	El Zarape
10	Active	23 (Brewery)	11210 Sun Center Drive Ste B	Burning Barrel

Table-3: Calls for Service in Detail

Event Number	Initial Call Type	Final Call Type	How Received	Date & Time Received
SD20000267508	MOTOR VEHICLE THEFT	STOLEN VEHICLE	TELEPHONE	08/20/2020 02:08 PM
SD20000241477	911 HANG-UP / OPEN LINE	INCOMPLETE PHONE CALL	E911 SYSTEM	07/28/2020 12:53 PM
SD20000241628	SUSPICIOUS ACTIVITY	SUSPICIOUS CIRCUMSTANCES	TELEPHONE	07/28/2020 02:43 PM
SD20000241475	911 HANG-UP / OPEN LINE	INCOMPLETE PHONE CALL	E911 SYSTEM	07/28/2020 12:51 PM
SD20000230564	SUSPICIOUS ACTIVITY	SUSPICIOUS CIRCUMSTANCES	TELEPHONE	07/18/2020 10:33 AM
SD20000200717	ALARM CALL	GENERAL INFORMATION	ALARM COMPANY	06/23/2020 01:12 PM
SD20000153312	SUSPICIOUS ACTIVITY	SUSPICIOUS CIRCUMSTANCES	TELEPHONE	05/12/2020 01:13 PM
SD20000121575	BUILDING OR AREA CHECK	PATROL REQUEST	VEHICLE	04/13/2020 09:43 AM
SD20000129085	BUILDING OR AREA CHECK	PATROL REQUEST	VEHICLE	04/20/2020 09:16 AM
SD20000101128	ALL OTHER	SUSPICIOUS CIRCUMSTANCES	VEHICLE	03/23/2020 02:37 PM
SD20000047648	SUSPICIOUS ACTIVITY	SUSPICIOUS CIRCUMSTANCES	TELEPHONE	02/08/2020 02:33 PM
Report Number	Report Type	Begin Date & Time	End Date & Time	
2020-0267508	STOLEN VEHICLE	08/20/2020 13:00	08/20/2020 14:00	
2020-0093839	CASUALTY REPORT	03/16/2020 19:23	03/16/2020 23:47	

Although the property did have 11 calls for service in 2020, it is anticipated that these calls for service will be reduced once the building is no longer vacant and is officially occupied and open for business. After providing both the business license concentration information and the calls for service in the area, RCPD has stated that they do not have any opposition regarding the PCN given that the business will be a grocery store and it is not foreseen to have any significant issues in the future. RCPD was also content with the conditions of approval that were listed on the previously approved CUP that SF Supermarket will be required to uphold (See [Attachment 3](#))

ENVIRONMENTAL

Staff has determined that the project site was adequately analyzed according to the California Environmental Quality Act (CEQA) Guidelines and Categorically Exempt under Section 15301 (Existing Facilities), additional sales of alcohol will not have the potential for causing a significant effect on the environment.

RECOMMENDED MOTION

Staff recommends that the City Council adopt the resolution to approve the requested Letter of Public Convenience and Necessity and forward the City Council's determination to the Department of Alcoholic Beverages Control to process the Applicant's application for a Type 21 off-site alcohol license for SF Supermarket located at 2738 Sunrise Boulevard.

ATTACHMENT(S)

1. Resolution
2. Project Plans
3. Previously Approved Conditional Use Permit (CUP) Resolution 97-2015 for incidental alcohol sales with grocery store
4. 500' Radius Map and Mailing Labels

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA
APPROVING A REQUEST FOR LETTER OF PUBLIC CONVENIENCE AND NECESSITY
FROM THE CITY OF RANCHO CORDOVA FOR SF SUPERMARKET PROJECT NO. 10068**

WHEREAS, on June 9, 2021, SF Supermarket (hereinafter referred to as Applicant) filed an application with the City of Rancho Cordova for a Letter of Public Convenience and Necessity (PCN) for the off-site sale of alcohol at a grocery store located at 2738 Sunrise Boulevard, Assessor's Parcel Number 072-0223-012-0000; and

WHEREAS, the location has already received a Conditional Use Permit (CUP) for off-site alcohol sales approved by Council on August 3, 2015 (Resolution 97-2015); and

WHEREAS, the Applicant is now requesting a PCN as required by the Department of Alcoholic Beverages Control for a Type 21 alcohol license; and

WHEREAS, the City Council of the City of Rancho Cordova conducted a properly noticed public hearing pursuant to Government Code section 65090 and has duly considered all written and verbal testimony presented during the hearing.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA does authorize granting a Letter of Public Convenience and Necessity based on the following findings.

1. Determine that the project site was adequately analyzed according to the California Environmental Quality Act (CEQA) Guidelines and Categorically Exempt under Section 15301 (Existing Facilities), in that the use of a grocery store and the additional sales of alcohol will not have the potential for causing a significant effect on the environment.
2. The City Council hereby approves the Letter of Public Convenience and Necessity (PCN), based on the following findings:
 - a) The City Council finds that given SF Supermarket's primary use is a grocery store, permitting the sale of alcohol will provide an additional convenience to residents who wish to receive a variety of goods and services at one location.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August, 2021 by the following vote:

AYES:

NOES:

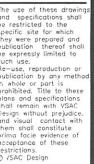
ABSENT:

ABSTAIN:

ATTEST:

Garrett Gatewood, Mayor

Stacy Leitner, CMC
City Clerk



REVISIONS	By



FACADE IMPROVEMENT
2738 SUNRISE BLVD.
RANCHO CORDO A, CALIFORNIA

SITE PLAN

Proj. No.	CAD file
Drawn By	
Date	
Scale	
Sheet	
A1.0	
Sheet No.	Total Sheets



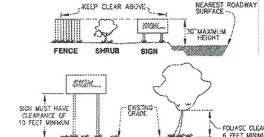
SACRAMENTO AREA SEWER DISTRICT NOTES

1. REGIONAL SAN HAS THE 72-INCH BRADSHAW INTERCEPTOR (REGIONAL SAN OPERATING SYSTEM N78) AND ASSOCIATED EASEMENTS LOCATED WITHIN THE PROPOSED PROJECTS' BOUNDARIES.
2. ANY IMPROVEMENT OF PROPOSED USE, INCLUDING LANDSCAPING, THAT RESTRICTS REGIONAL SAN ACCESS TO ITS EXISTING EASEMENTS AND FACILITIES FOR THE PURPOSE OF MAINTENANCE, REPAIR, OR MODIFICATION OF THE SYSTEM OR

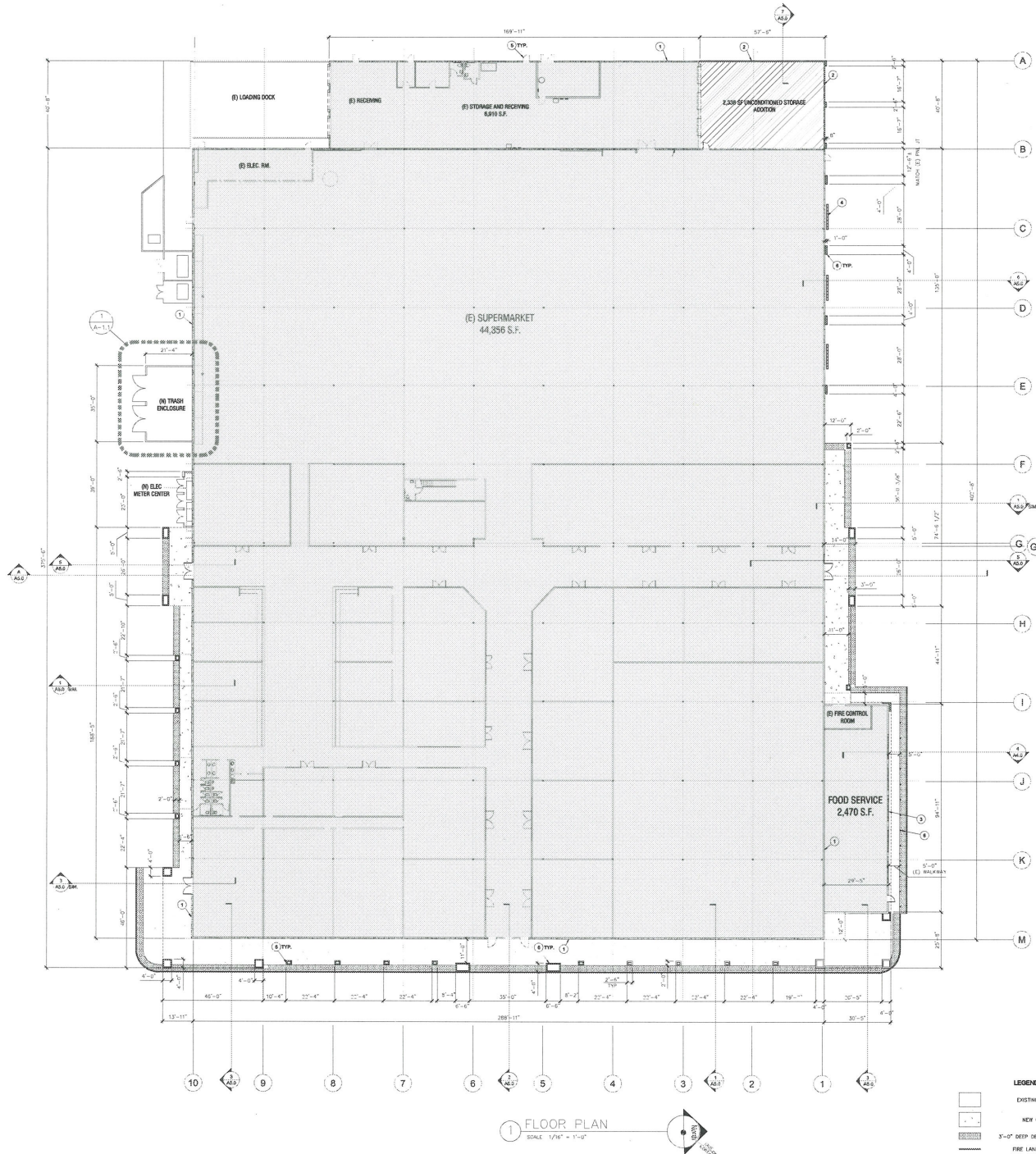
- [illegible]



ACCESSIBLE ROUTE -----



CLEARANCE REQUIRED AT
VISIBILITY CONTROL AREAS



KEY NOTES

- EXISTING TILT-UP CONCRETE PANEL WALL, 2 HOUR FIRE-RATED.
- NEW ADDITION 245 STUD WALL.
- STORE FRONT SYSTEM.
- STEEL TRUSS, SEE DETAIL.
- EXISTING DOOR.
- STRUCT. COLUMN, SEE STRUCT. DRWG.
- NEW BOLLARD @ 1'-0" OC (SEE 10.1.1)



VSAC DESIGN
PO Box 163686
Sacramento, CA 95816
Tel: 916 755 2522

The use of these drawings and specifications shall be restricted to the specific site for which they were prepared and publication thereof shall be expressly limited to such use. No reproduction or publication by any method in whole or in part is prohibited. Time for these plans and specifications shall remain with VSAC Design without prejudice, and shall constitute prima facie evidence of acceptance of these provisions. © VSAC Design

REVISIONS	By



FACADE IMPROVEMENT
2738 SUNRISE BLVD.
RANCHO CORDOVA, CALIFORNIA

Drawing

FLOOR PLAN



Proj. No.
Drawn H.V.
Date
Scale
Sheet
A2.1
Sheet 1 of 1 Total Sheets

RECEIVED
JUN 09 2021
RANCHO CORDOVA
PLANNING

CITY OF RANCHO CORDOVA

RESOLUTION NO. 97-2015

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA APPROVING
A REQUEST FOR A CONDITIONAL USE PERMIT FOR ALCOHOLIC BEVERAGE SALES AT
2738 SUNRISE BOULEVARD - PROJECT NO. DD8590**

WHEREAS, on May 26, 2015, the City of Rancho Cordova ("City") received an application from JB Company Management L.P. ("Applicant") for a Conditional Use Permit to allow alcoholic beverage sales incidental to retail and/or grocery sales in the existing building at 2738 Sunrise Boulevard; and

WHEREAS, the applicant desires a Conditional Use Permit to allow alcoholic beverage sales incidental to future retail and/or grocery sales to provide for the greatest flexibility in future tenanting of the building; and

WHEREAS, the project was routed to all responsible agencies and no adverse comments or concerns were identified; and

WHEREAS, the City Council is the appropriate authority to hear and take action on this project; and

WHEREAS, the City Council of the City of Rancho Cordova has conducted a properly noticed public hearing pursuant to Government Code section 65090 and has duly considered all written and verbal testimony presented during the hearing.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA does authorize and adopt Resolution 97-2015 approving a Conditional Use Permit for Alcoholic Beverage Sales at 2738 Sunrise Boulevard, subject to the attached Conditions of Approval (**Exhibit A**), based on the following findings.

1. Determine that the project site was adequately analyzed according to the California Environmental Quality Act (CEQA) Guidelines and Categorically Exempt under Section 15061 (General Rule). The proposed Conditional Use Permit is an activity anticipated within the scope of the General Plan EIR and requires no further environmental review because the proposed permit does not meet the criteria for preparing a subsequent EIR or Negative Declaration under State CEQA Guidelines section 15162. Furthermore, issuance of the Conditional Use Permit will not result in a direct or reasonably foreseeable indirect, physical change in the environment.
2. Conditional Use Permit: Zoning Code section 23.134.030 states that if the City Council must make all of these findings to approve the Conditional Use Permit (CUP). The following are each of the required findings and evidence to support them:
 - a) Finding: The site size, dimensions, location, topography, and access are adequate for the needs of the proposed use, considering the proposed building mass, parking, traffic, noise, vibration, exhaust/ emissions, light, glare, erosion, odor, dust, visibility, safety, and aesthetic considerations.

Evidence: The current proposal for a Conditional Use Permit (CUP) would allow a future tenant(s) to sell alcoholic beverages incidental to retail and/or grocery sales within the

existing building at 2738 Sunrise Boulevard. The subject property is a typical commercial lot developed with a building, parking lot, landscaping, and appropriate lighting. Future commercial tenants to be located within the building will not result in an increase of adverse impacts on traffic, noise, vibration, exhaust/emissions, light, glare, erosion odor, dust, visibility, safety, or aesthetic considerations.

- b) Finding: The negative impacts of the proposed use on adjacent properties and on the public can be mitigated through application of other code standards or other reasonable conditions of approval.

Evidence: Alcoholic beverage sales at this location has been reviewed and approved by the Rancho Cordova Police Department (RCPD). RCPD did not identify any concerns regarding the proposal. The applicant will be subject to regulations from the state Alcohol Beverage Control as part of standard licensure. Conditions of approval for the project would ensure that alcoholic beverage sales remain incidental to retail and/or grocery sales. No further mitigation is necessary.

- c) Finding: All required public facilities have adequate capacity to serve the proposal.

Evidence: There are no physical improvements or changes proposed related to the sale of alcoholic beverages, and the project site is currently developed with adequate infrastructure.

- d) Finding: The project meets the requirements of the zoning code including development standards, design guidelines, and special use provisions.

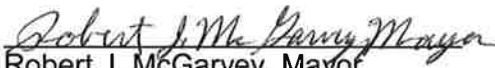
Evidence: There are no physical improvements or changes proposed for this alcoholic beverage sales CUP. Any future change related to alcoholic beverage sales at the site would require further permitting, either an amended CUP, design review, or other applicable mechanism based on the scope of the project at the time.

- e) Finding: If structures and site plans are considered nonconforming, the elements of a project that are nonconforming have been brought into compliance with the zoning code, where feasible.

Evidence: The project does not involve any nonconforming uses or structures.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 3rd day of August, 2015 by the following vote:

AYES: Budge, McGarvey, Sander, Skoglund, Terry.
NOES: None.
ABSENT: None.
ABSTAIN: None.


 Robert J. McGarvey, Mayor

ATTEST:


 Mindy Cuppy, MMC, City Clerk

Conditions of Approval

EXHIBIT A

ITEM 10.2.

ATTACHMENT 3

<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>	<u>Verification (date and Signature)</u>
1. The approved entitlement is for a Conditional Use Permit to allow alcoholic beverage sales incidental to retail and/or grocery sales within an existing commercial building located at 2738 Sunrise Boulevard (APN 072-0223-012), subject to the conditions of approval herein, for project number DD8590.	On-Going	Planning	
2. The applicant shall hold harmless the City, its Council Members, officers, agents, employees, and representatives from liability for any award, damages, costs and fees incurred by the City and/or awarded to any plaintiff in an action challenging the validity of this permit or any environmental or other documentation related to approval of this permit. Applicant further agrees to provide a defense for the City in any such action.	On-Going	Planning	
3. Applicant shall not carry a negative account balance with the City for the processing of the project. If a negative account balance occurs, it will be the developer's responsibility to pay the balance due, in order to avoid delays in the processing of future permits or recordation of maps. Please email the Finance Department at billings@cityofranchocordova.org for the status of your account with the City.	On-Going	Finance	
4. Applicant shall be responsible for all damage to City streets associated with construction of the project and shall repair any damage as soon as possible.	On-Going	Public Works	
5. This action does not relieve the applicant of the obligation to comply with all ordinances, statutes, regulations, and procedures.	On-Going	Planning	
6. The permit holder is hereby notified that failure to comply with any one of these conditions may result in the revocation of this permit, pursuant to the City of Rancho Cordova Zoning Code.	On-Going	Planning	

City Council
August 3, 2015

1 of 2

2738 Sunrise Boulevard
Conditional Use Permit

Conditions of Approval

EXHIBIT A

ITEM 10.2.

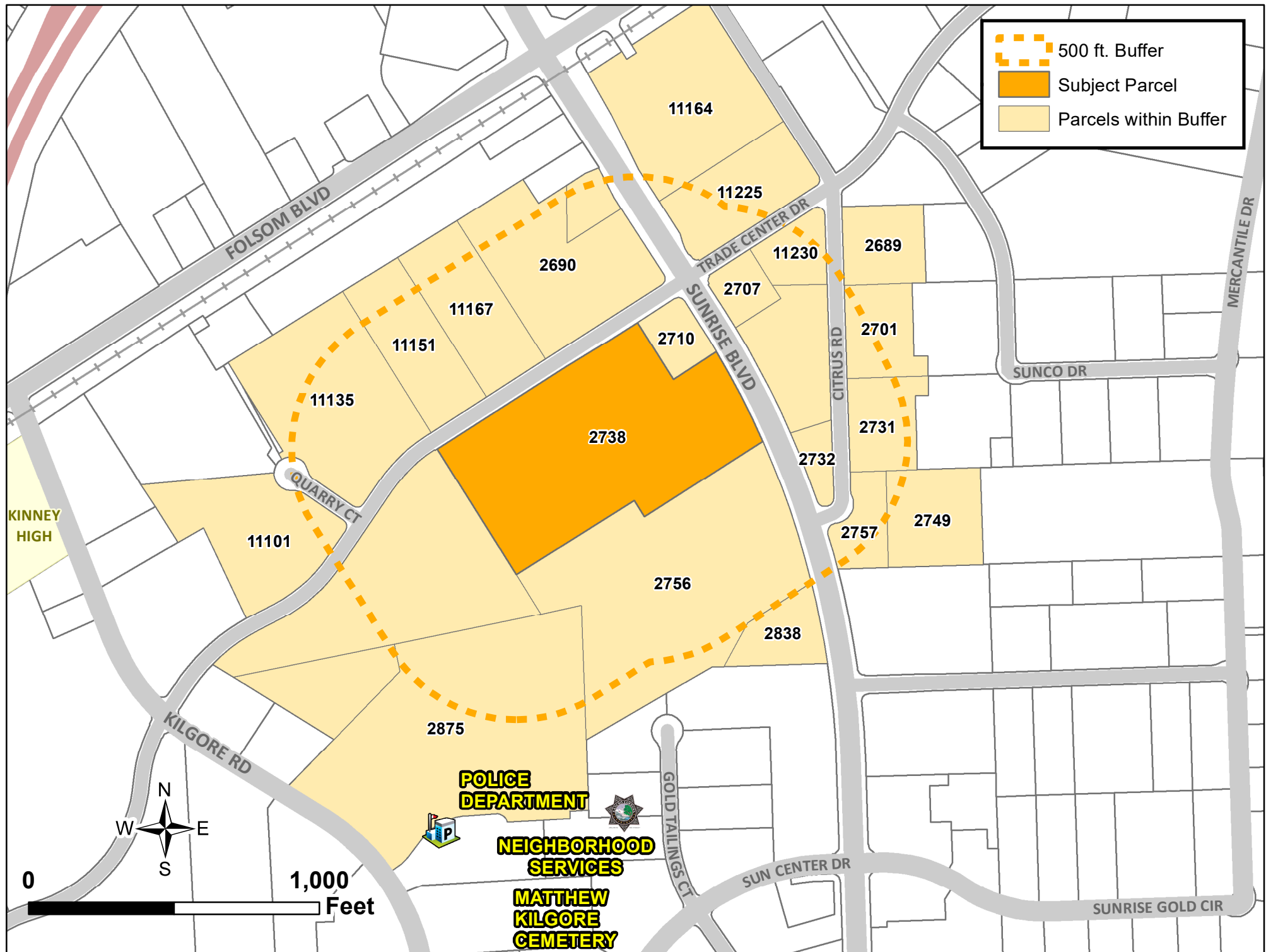
	<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>	<u>Verification (date and Signature)</u>
7.	General	On-Going	Planning	
8.	General	On-Going	Planning	

ATTACHMENT 3

City Council
August 3, 2015

2 of 2

2738 Sunrise Boulevard
Conditional Use Permit



ITEM 10.2.

072-0240-009-0000
2707 SUNRISE BLVD LLC
1640 TIBURON BLVD 13
TIBURON CA 94920

072-0490-024-0000
CITY OF RANCHO CORDOVA
2729 PROSPECT PARK DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11101 TRADE CENTER DR # A
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR # 100
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR # 160
RANCHO CORDOVA CA 95670

072-0222-032-0000
CURRENT OCCUPANT
11151 TRADE CENTER DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 106
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 204
RANCHO CORDOVA CA 95670

072-0240-004-0000
CURRENT OCCUPANT
11164 FOLSOM BLVD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11167 TRADE CENTER DR STE A2
RANCHO CORDOVA CA 95670

072-0240-011-0000
ABREGO LAND COMPANY LLC
25395 BOOTS RD
MONTEREY CA 93940

072-0222-037-0000
CONRAD ETHAN
1300 NATIONAL DR STE 100
SACRAMENTO CA 95834

CURRENT OCCUPANT
11101 TRADE CENTER DR # B
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR # 120
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR STE 200
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 100
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 200
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 205
RANCHO CORDOVA CA 95670

072-0222-033-0000
CURRENT OCCUPANT
11167 TRADE CENTER DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11167 TRADE CENTER DR STE B
RANCHO CORDOVA CA 95670

ATTACHMENT 4

072-0240-005-0000
BEDROSIAN RANCHO CORDOVA LLC
4285 N GOLDEN STATE BLVD
FRESNO CA 93722

072-0222-034-0000
CURRENT OCCUPANT
11101 TRADE CENTER DR
RANCHO CORDOVA CA 95670

072-0222-037-0000
CURRENT OCCUPANT
11135 TRADE CENTER DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR # 130
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11135 TRADE CENTER DR STE A
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 104
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 202
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11151 TRADE CENTER DR STE 206
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11167 TRADE CENTER DR STE A
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11167 TRADE CENTER DR STE D
RANCHO CORDOVA CA 95670

ITEM 10.2.

CURRENT OCCUPANT
11167 TRADE CENTER DR STE E
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11225 TRADE CENTER DR # 100
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11225 TRADE CENTER DR # 250
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11225 TRADE CENTER DR # 500
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2640 CITRUS RD # A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2670 SUNRISE BLVD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2689 CITRUS RD STE B
RANCHO CORDOVA CA 95742

072-0222-031-0000
CURRENT OCCUPANT
2690 SUNRISE BLVD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2690 SUNRISE BLVD # 300
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2701 CITRUS RD STE B
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11167 TRADE CENTER DR STE G
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
11225 TRADE CENTER DR # 150
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11225 TRADE CENTER DR # 300
RANCHO CORDOVA CA 95742

072-0240-011-0000
CURRENT OCCUPANT
11230 TRADE CENTER DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2640 CITRUS RD # B
RANCHO CORDOVA CA 95742

072-0380-029-0000
CURRENT OCCUPANT
2689 CITRUS RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2689 CITRUS RD STE C
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2690 SUNRISE BLVD # 100
RANCHO CORDOVA CA 95742

072-0620-021-0000
CURRENT OCCUPANT
2701 CITRUS RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2701 CITRUS RD STE C
RANCHO CORDOVA CA 95742

ATTACHMENT 4

072-0240-005-0000
CURRENT OCCUPANT
11225 TRADE CENTER DR
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11225 TRADE CENTER DR # 200
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
11225 TRADE CENTER DR # 400
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2640 CITRUS RD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2640 CITRUS RD # C
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2689 CITRUS RD STE A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2689 CITRUS RD STE D
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2690 SUNRISE BLVD # 200
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2701 CITRUS RD STE A
RANCHO CORDOVA CA 95742

072-0240-009-0000
CURRENT OCCUPANT
2707 SUNRISE BLVD
RANCHO CORDOVA CA 95742

ITEM 10.2.

072-0223-011-0000
CURRENT OCCUPANT
2710 SUNRISE BLVD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2731 CITRUS RD # B
RANCHO CORDOVA CA 95742

072-0240-008-0000
CURRENT OCCUPANT
2732 CITRUS RD
RANCHO CORDOVA CA 95742

072-0430-084-0000
CURRENT OCCUPANT
2757 CITRUS RD
RANCHO CORDOVA CA 95742

072-0380-029-0000
DDM DEVELOPMENT
INCORPORATED/COLUMBIA TRUST
PO BOX 1657
RANCHO CORDOVA CA 95741

072-0620-021-0000
DTMT ENTERPRISES LLC
9980 HORN RD
SACRAMENTO CA 95827

072-0630-023-0000
HEMBUZZ INCORPORATED
2731 CITRUS RD
RANCHO CORDOVA CA 95742

072-0240-012-0000
LU ELLA BETTY WILSON 2005
REVOCABLE TRUST
PO BOX 35
RANCHO CORDOVA CA 95741

072-0240-004-0000
SACRAMENTO REGIONAL TRANSIT
DISTRICT
P O BOX
SACRAMENTO CA 95812

072-0223-012-0000
SUNRISE 82017 LLC
1635 S SAN GABRIEL BLVD
SAN GABRIEL CA 91776

CURRENT OCCUPANT
2720 SUNRISE BLVD
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2731 CITRUS RD # D
RANCHO CORDOVA CA 95742

072-0223-012-0000
CURRENT OCCUPANT
2738 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0490-028-0000
CURRENT OCCUPANT
2838 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0222-032-0000
DEMETROULAS FAMILY TRUST
PO BOX 2261
ELK GROVE CA 95759

072-0430-084-0000
ENTERPRISE RENT-A-CAR
COMPANY/SACRAMENTO
199 N SUNRISE AVE
ROSEVILLE CA 95661

072-0223-004-0000
JB COMPANY MANAGEMENT LIMITED
PARTNERSHIP
1825 BELL ST STE 100
SACRAMENTO CA 95825

072-0223-010-0000
POON KEE TRUST (HOME DEPOT USA
INC)/ETAL
PO BOX 5161
REDWOOD CITY CA 94063

072-0490-028-0000
SFP-B LIMITED PARTNERSHIP
PO BOX 5350
BEND OR 97708

072-0223-011-0000
WENDYS PROPERTIES LLC
1 DAVE THOMAS BLVD
DUBLIN OH 43017

ATTACHMENT 4

CURRENT OCCUPANT
2731 CITRUS RD # A
RANCHO CORDOVA CA 95742

CURRENT OCCUPANT
2731 CITRUS RD STE C
RANCHO CORDOVA CA 95742

072-0223-010-0000
CURRENT OCCUPANT
2756 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0490-024-0000
CURRENT OCCUPANT
2875 KILGORE RD
RANCHO CORDOVA CA 95670

072-0223-003-0000
DROMOLAND PROPERTIES LLC/ETAL
5101 FLORIN PERKINS RD
SACRAMENTO CA 95826

072-0222-034-0000
FOLSOM RESEARCH INVESTMENTS INC
1069 MILL CREEK RD
INCLINE VILLAG NV 89451

072-0350-015-0000
LODGE 946 HOLDING CORP
2749 SUNRISE BLVD
RANCHO CORDOVA CA 95742

072-0240-008-0000
RAMOS OIL COMPANY INCORPORATED
1515 S RIVER RD
WEST SACRAMENT CA 95691

072-0222-033-0000
SL RESI POOL 2 LLC
18383 PRESTON RD STE 425
DALLAS TX 75252

072-0222-014-0000
YONGKANG/ZHENQIANG INVESTMENT
HOLDING LLC
8688 TERRITORIAL WAY
ELK GROVE CA 95624

MEMORANDUM

ITEM 10.3.



DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: June Cowles, Senior Planner

SUBJECT: SUNRIDGE LOT J VILLAGE 4 TENTATIVE SUBDIVISION MAP PROJECT NO. DD10028

PROPERTY OWNER:	APPLICANT/DEVELOPER:
Cresleigh Homes Corp.	Cresleigh Homes Corp.
433 California Street, 7 th Floor	3001 Douglas Boulevard, Suite 110
San Francisco, CA 94104	Roseville, CA 95661

PROJECT:	Sunridge Lot J Village 4 Tentative Subdivision Map
FILE:	DD10028
LOCATION:	South of Douglas Road and East of Rancho Cordova Parkway within the Sunridge Specific Plan
APN:	067-1060-004-0000
PLANNER:	June Cowles, Senior Planner

RECOMMENDATION

The applicant is requesting the proposed project be continued to an uncertain date. The project will be re-noticed in accordance with Government Code Section 65090.

MEMORANDUM



ITEM 11.1.

DATE: August 2, 2021

TO: Honorable Mayor and Council Members

FROM: June Cowles, Senior Planner

SUBJECT: ECO SITE II, CELLULAR TELECOMMUNICATION TOWER AT THE SOUTHEAST CORNER OF ZINFANDEL DRIVE AND FOLSOM BOULEVARD CONDITIONAL USE PERMIT PROJECT DD10018

PROPERTY OWNER:
AHN Investments
2801 Zinfandel Drive
Rancho Cordova, CA 95670

APPLICANT/DEVELOPER:
Eco-Site II
1010 Sync Street, Suite 575
Morrisville, NC 27560

PROJECT: The applicant is requesting a Conditional Use Permit for the development of a Telecommunication Tower that includes the following:

- A 50 foot high telecommunication tower
- Installation of new lines and antennas
- 1,130 square foot area with ground equipment surrounded by an 8 foot high masonry wall.

FILE: DD10018

LOCATION: 2801 Zinfandel Drive

ZONING: Commercial Mixed Use Folsom Boulevard Specific Plan (CMU FBSP)

APN: 072-0330-064-0000

PLANNER: June Cowles, Senior Planner

RECOMMENDATION:

Find the project is exempt under California Environmental Quality Act (CEQA) Exemption 15303, New Construction or Conversion of Small Structures); and adopt the Resolution for Eco Site II, Cellular Telecommunication Tower at the southeast corner of Zinfandel Drive and Folsom Boulevard Conditional Use Permit.

RESULT OF RECOMMENDED ACTION

Adoption of the above referenced resolution would approve the Conditional Use Permit for a new 50 foot high cellular telecommunication tower project. Approval would allow the applicant to pursue necessary building permits for new construction.

JUNE 7, 2021 CITY COUNCIL MEETING

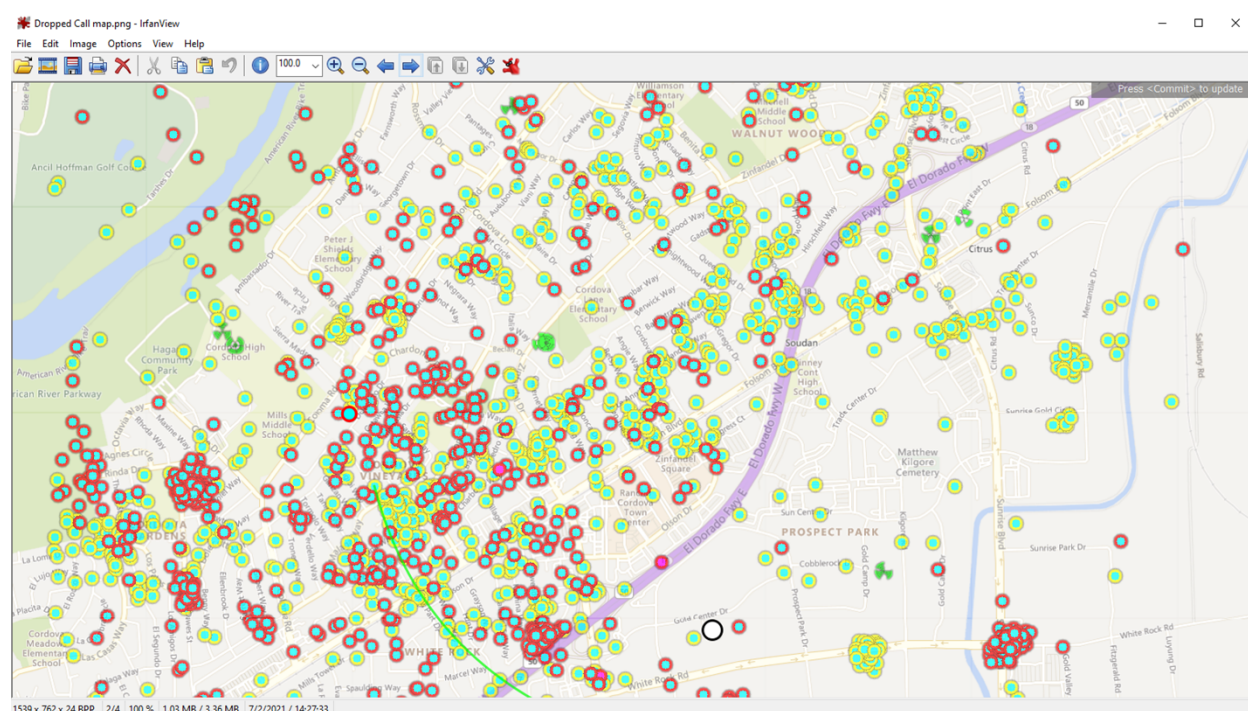
This item was presented to the City Council at their June 7, 2021 meeting and was continued due to the City Council's request for additional information and design concerns as follows:

1. Additional Information regarding coverage and quality improvements within the areas along Zinfandel Drive and Folsom Boulevard.

The applicant provided additional data showing dropped calls for a 1-week period within the area.
Figure 1: Dropped call Map.

The Red outline circles indicate dropped connection.
The Yellow outline circles indicate failed attempt.

Figure 1: Dropped call Map



2. An additional cell tower design that features a placemaking monument to the City.

At the June 7th City Council meeting, City Council discussed a potential additional design that included utilizing the cell tower design as a placemaking monument to the City, similar to the Sunrise Boulevard and other wayfinding signs. Staff reviewed the Sunrise Boulevard, Folsom Boulevard, and Bradshaw Road wayfinding signs that included design elements as follows:

- Recognition to the area (i.e. Sunrise Boulevard sign includes a “river” theme).
- Design that includes the sign location (“Downtown area”)

Theme for Folsom Boulevard and Zinfandel Drive Area

The Folsom Boulevard and Zinfandel area includes shopping centers with retail, restaurants and the light rail station. This is an area where people come to shop and congregate/assemble. A design theme evolved as follows:

- An image of people gathering consistent with the location.
- A monument to the city; "Rancho Cordova".

Proposed Project:

The applicant provided a 50 foot tower City monument **Figure 2: Proposed Cell Tower Design**, that included the following design elements:

- Silhouettes of people located around the enclosure wall. Reference to people gathering to the area.
- The words "Rancho Cordova"
- Top border with a skyline of buildings. The outline of buildings on the proposed cell tower is shown as an example.
- Relocated the entry gate to the enclosed area to the southern side (away from Folsom Boulevard).

Figure 2: Proposed Cell Tower Design



In addition, the project also includes the following:

- Installation of new lines and antennas (twelve (12) 8 foot panel antennas, 9 Remote Radio Units (RRUs)).
- 1,130 square foot area with ground equipment surrounded by an 8 foot high masonry wall. Ground equipment includes 1 diesel fuel generator and associated wireless equipment cabinets.
- The proposed facility is designed for co-location and includes equipment and tower space for additional carriers.

ANALYSIS

General Plan

The project site is located within the Folsom Boulevard Specific Plan and Downtown Planning Area Commercial designation.

Zoning District

The project site is located within the Commercial Mixed Use Folsom Boulevard Specific Plan (CMU FBSP) zoning district which allows a Telecommunication Facility with an Administrative Use Permit approval and is subject to the provisions of the Telecommunication Facility section of the City's Zoning Ordinance (23.907.020).

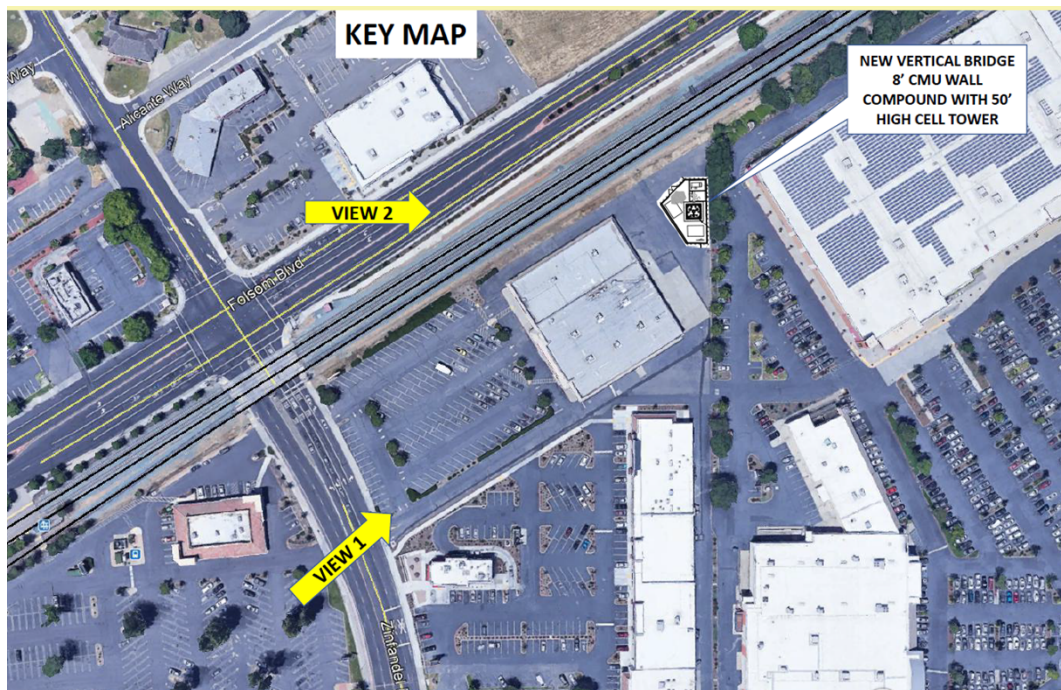
Conditional Use Permit

The proposed telecommunication site is within 500 feet of a residential zoning district and therefore, a conditional use permit is required, Zoning Ordinance Section (23.907.020). In addition, the City of Rancho Cordova Zoning Code section 23.907.020(G) Development Standards for Towers states the following:

"New Towers shall be camouflaged whenever possible, if not feasible to camouflage, the tower and related equipment shall have subdued colors and non-reflective materials that blend with the colors and materials of surrounding areas."

The applicant provided photo simulations for the proposed cell tower. **Figure 3: Telecommunication Tower Design Photo Simulations.**

Figure 3: Telecommunication Tower Design Photo Simulations:



View 1 without the tower (From Zinfandel Drive)



Photo simulation with the tower.



View 2 without the tower (From Folsom Boulevard)



Photo simulation with the cell tower



Design Options

Top Border

Staff discussed two top border designs that included the following:

- Skyline of buildings. (as noted earlier, the building skyline design is an example).
- An airplane as a reference to the Mather Airport.

The building skyline design was chosen for the proposed tower design.

Wording

Staff discussed an additional wording for two sides of the proposed tower design: “All American City”. The additional phrase is an option for two sides of the four sided cell tower.

Final Design

Staff is requesting City Council provide direction regarding the final design for the proposed cell tower city monument design.

Telecommunication Tower Development Standards

The City of Rancho Cordova Zoning Ordinance Section 23.907.020 *Telecommunication Tower* includes development standards for new telecommunication towers. The proposed telecommunication tower is consistent with the standards as follows:

- The new facility provides for future collocations.
- The new tower provides at least 10 feet of horizontal clearance between antenna and any power lines.
- The new tower is not located within the front or street side yard. The minimum setback of 20 percent of the height of the tower (10 feet) is met.
- The height limit does not exceed the maximum building height of the zoning district (50 feet).
- The proposed new tower meets all building setback requirements.

Landscaping

The City of Rancho Cordova Zoning Ordinance Telecommunication Tower Section 23.907.020 states telecommunication towers shall meet the landscape Section 23.716.060.E as follows:

“Telecommunication Towers. Where appropriate, facilities shall be installed so as to maintain and enhance existing landscaping on the site, including trees, foliage, and shrubs, whether or not utilized for screening. Additional landscaping shall be planted around the tower and related equipment to buffer abutting residential zoning districts or uses, and to buffer public trails.”

Although the site is not adjacent to residential zoning districts or uses or public trails, the site includes existing landscaping (trees and shrubs) along the eastern screen wall.

Safety Design

The Telecommunication Tower Development Standards Section 23.907.020 (G)(2) *Telecommunication Tower Safety Design* states the following:

“All facilities shall be designed to be resistant to and minimize opportunities for unauthorized access, climbing, vandalism, graffiti, and other conditions which would result in hazardous conditions, visual blight, or attractive nuisances”.

A condition is included that states the above statement to ensure that the enclosure wall is built to include graffiti resistant surface. The enclosure area will be restricted access.

Access

Access to the ground equipment is located on the south elevation of the screen wall with an open view metal gate. The applicant revised the access to the equipment on the south elevation. Therefore, the equipment area would not be visible from Folsom Boulevard.

Conditional Use Permit Findings

The approving authority may approve a Conditional Use Permit (Amendment) if all of the following findings can be found:

1. ***Finding:*** *The site size, dimensions, location, topography, and access are adequate for the needs of the proposed use, considering the proposed building mass, parking, traffic, noise, vibration, exhaust/emissions, light, glare, erosion, odor, dust, visibility, safety, and aesthetic considerations.*

Evidence: The proposed project is located within the Folsom Boulevard Specific Plan Commercial Mixed Use zoning district with surrounding commercial uses. The proposed cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907020.(D) and (G) which includes setbacks, height requirements, future collocation users, distance requirements for antennas and power lines, and tower design. The proposed telecommunication tower is camouflaged in the design of a city monument. The proposed ground area that includes ground equipment and emergency generator is surrounded by an 8 foot high masonry wall. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

2. ***Finding:*** *The negative impacts of the proposed use on adjacent properties and on the public can be mitigated through application of other code standards or other reasonable conditions of approval.*

Evidence: The proposed telecommunication tower is camouflaged in the design of a city monument that reflects the area as a gathering shopping and dining location. The camouflage telecom tower reduces the visual impact on the environment by blending in with the natural or urban landscape. The ground equipment is screened by a proposed 8 foot high wall. The colors and materials are consistent with the surrounding area.

3. ***Finding:*** *All required public facilities have adequate capacity to serve the proposal*

Evidence: The site location includes existing utilities that will be utilized for the proposed telecommunication tower. The site includes existing pavement and access to the site. Required public facilities have the capacity to serve the proposal.

4. ***Finding:*** *The project meets the requirements of the zoning code including development standards, design guidelines, and special use provisions.*

Evidence: The proposed cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907.020.(D) and (G) which includes setbacks, height requirements, space for future collocation users, distance requirements for antennas and power lines, and the tower is camouflaged in the design of a city monument. The camouflage telecom tower reduces the visual impact on the environment by reflecting the theme of the area of commercial shopping and dining and utilizing the cell tower as a city monument. The ground equipment is screened by a proposed 8 foot high wall. The colors and materials are consistent with the surrounding area. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

5. ***Finding:*** *If structures and site plans are considered nonconforming, the elements of a project that are nonconforming have been brought to compliance with the zoning code, where feasible.*

Evidence: The proposed telecommunication tower is new and meets all the zoning district setback and height requirements and telecommunication tower development standards. Therefore, there are no elements of the project that are nonconforming.

FISCAL ANALYSIS OF PROJECT

The City anticipates that this project will provide additional revenues from temporary construction jobs.

ENVIRONMENTAL

The proposed project is categorically exempt under Section 15303 (New Construction or Conversion of Small Structures) of the California Environmental Quality Act Guidelines.

RECOMMENDED MOTIONS

Staff recommends that the City Council find the project compliant with the California Environmental Quality Act (CEQA) as exempt pursuant to CEQA Guidelines Section 15303; and

If City Council requests additional design revisions, a condition can be added that reflects the revisions and the applicant will work with staff to finalize the design; and

Adopt the Resolution approving the Eco Site II, Cellular Telecommunications Tower Facility Conditional Use Permit DD10018, subject to the findings, Project Plans (Attachment 2) and Conditions of Approval (Attachment 3).

ATTACHMENT(S)

1. Resolution
2. Exhibit A to the Resolution - Project Plans and Coverage Maps
3. Exhibit B to the Resolution - Conditions of Approval
4. June 7, 2021 Staff Report
5. Dropped Call Map
6. Cell Tower Photo Simulation
7. 500' Radius Map with Mailing Labels
8. Presentation

CITY OF RANCHO CORDOVA

RESOLUTION NO. XX-2021

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF RANCHO CORDOVA
APPROVING A CONDITIONAL USE PERMIT FOR ECO SITE II CELLULAR
TELECOMMUNICATION TOWER AT THE SOUTHEAST CORNER OF ZINFANDEL DRIVE
AND FOLSOM BOULEVARD- PROJECT DD10018**

WHEREAS, Eco-Site II (hereinafter referred to as Applicant) filed an application with the City of Rancho Cordova for the approval of a Conditional Use Permit to allow for a new 50 foot high Telecommunication Tower designed as a city monument to include antennas, a 1,130 square foot area with corresponding ground equipment surrounded by an 8 foot high masonry wall and;

WHEREAS, the proposed project is located within an existing shopping center at 2801 Zinfandel Drive in the City of Rancho Cordova (APN: 072-0330-064-0000); and

WHEREAS, the project site is located within the Commercial Mixed Use Folsom Boulevard Specific Plan District. The proposed new telecommunication tower requires a Conditional Use Permit; and

WHEREAS, the City Council of the City of Rancho Cordova has conducted a duly noticed public hearing pursuant to Government Code Section 65090 and has considered all written and verbal testimony presented during the hearing; and

WHEREAS, the City Council is the appropriate authority to hear and take action on this project; and

NOW THEREFORE, the City Council of the City of Rancho Cordova hereby resolves as follows:

Section 1. RECITALS

The foregoing recitals are true and correct and made a part of this Resolution.

NOW, THEREFORE, BE IT HEREBY RESOLVED THE CITY COUNCIL THE CITY OF RANCHO CORDOVA approves the Conditional Use Permit for Eco Site II Telecommunication Tower facility, subject to the following findings and supporting evidence, and attached project plans (Exhibit A) and Conditions of Approval (Exhibit B).

- A. Categorical exemption 15303 includes small facilities or structures as well as installation of small new equipment and facilities in small structures. The proposed 50 foot high telecommunication tower facility is located within an existing developed shopping center and includes antennas, and corresponding ground equipment within a screened wall area. There are no environmental resources within the vicinity of the project.

**Section 2. CONDITIONAL USE PERMIT FOR A 50 FOOT HIGH CELLULAR
TELECOMMUNICATION TOWER WITH ATTACHED CONDITIONS OF
APPROVAL AND FINDINGS.**

ITEM 11.1.

ATTACHMENT 1

The project is consistent with all findings outlined in Chapter 23.134.070 of the City of Rancho Cordova Zoning Code, as follows:

- A. **Finding:** The site size, dimensions, location, topography, and access are adequate for the needs of the proposed use, considering the proposed building mass, parking, traffic, noise, vibration, exhaust/emissions, light, glare, erosion, odor, dust, visibility, safety, and aesthetic considerations.

Evidence: The proposed project is located within the Folsom Boulevard Specific Plan Commercial Mixed Use zoning district with surrounding commercial uses. The proposed cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907020.(D) and (G) which includes setbacks, height requirements, future collocation users, distance requirements for antennas and power lines, and tower design. The proposed telecommunication tower is camouflaged in the design of a city monument. The proposed ground area that includes ground equipment and emergency generator is surrounded by an 8 foot high masonry wall. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

- B. **Finding:** The negative impacts of the proposed use on adjacent properties and on the public can be mitigated through application of other code standards or other reasonable conditions of approval.

Evidence: The proposed telecommunication tower is camouflaged in the design of a city monument that reflects the area as a gathering shopping and dining location. The camouflage telecom tower reduces the visual impact on the environment by blending in with the natural or urban landscape. The ground equipment is screened by a proposed 8 foot high wall. The colors and materials are consistent with the surrounding area.

- C. **Finding:** All required public facilities have adequate capacity to serve the proposal

Evidence: The site location includes existing utilities that will be utilized for the proposed telecommunication tower. The site includes existing pavement and access to the site. Required public facilities have the capacity to serve the proposal.

- D. **Finding:** The project meets the requirements of the zoning code including development standards, design guidelines, and special use provisions.

Evidence: The proposed cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907.020.(D) and (G) which includes setbacks, height requirements, space for future collocation users, distance requirements for antennas and power lines, and the tower is camouflaged in the design of a city monument. The camouflage telecom tower reduces the visual impact on the environment by reflecting the theme of the area of commercial shopping and dining and utilizing the cell tower as a city monument. The ground equipment is screened by a proposed 8 foot high wall. The colors and materials are consistent with the surrounding area. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

ITEM 11.1.

ATTACHMENT 1

- E. **Finding:** If structures and site plans are considered nonconforming, the elements of a project that are nonconforming have been brought to compliance with the zoning code, where feasible.

Evidence: The proposed telecommunication tower is new and meets all the zoning district setback and height requirements and telecommunication tower development standards. Therefore, there are no elements of the project that are nonconforming.

PASSED AND ADOPTED by the City Council of the City of Rancho Cordova on the 2nd day of August, 2021 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Garrett Gatewood, Mayor

ATTEST:

Stacy Leitner, CMC
City Clerk

T-Mobile®
4126 SOUTHWEST FREEWAY, SUITE 1400
HOUSTON, TX 77027

Eco-Site®
1010 SYNC STREET, SUITE 575
MORRISVILLE, NC 27560

verticalbridge
750 PARK OF COMMERCE DRIVE
BOCA RATON, FL 33487

ALLPRO
CONSULTING GROUP, INC.
9221 LYNDON B JOHNSON FWY
SUITE 204, DALLAS, TX 75243
PHONE: 972-231-8893
FAX: 866-364-8375
www.allprocg.com

ADD NO. 21-3161

DRAWN BY: RM

CHECKED BY:

REVISIONS

REV DATE DESCRIPTION BY

0 05/20/21 FINAL RM

05/20/21
REGISTERED PROFESSIONAL ENGINEER
SHIANG ZHANG
C73420
Exp. 12/31/22
CIVIL
STATE OF CALIFORNIA

SITE INFORMATION
T-MOBILE SITE #:
SC40174A

Eco-SITE SITE #:
US-CA-7120

**2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
SACRAMENTO COUNTY**

SHEET TITLE:
TITLE SHEET

SHEET NUMBER:

T-1

PERMIT INFORMATION

SITE SPECIFIC JURISDICTION
2729 PROSPECT PARK DRIVE
RANCHO CORDOVA, CA 95670
PHONE: 916-851-8700
ATTN: CITY OF RANCHO CORDOVA PLANNING DEPT

OCCUPANCY AND CONSTRUCTION TYPE

OCCUPANCY: S-2 (UNMANNED TELECOMMUNICATIONS FACILITY), U (TOWER)
CONSTRUCTION TYPE: V-B

HANDICAP REQUIREMENTS
FACILITY IS UNMANNED AND NOT FOR HUMAN HABITATION, ACCESSIBILITY ACCESS AND REQUIREMENTS ARE NOT REQUIRED, IN ACCORDANCE WITH CALIFORNIA STATE ADMINISTRATIVE CODE, PART 2, TITLE 24, SECTION 11036.1, EXCEPTION 1 & SECTION 11348.2.1, EXCEPTION 4.

DRAWING INDEX

SHEET NO.	DESCRIPTION	REV
T-1	TITLE SHEET & PROJECT DATA	0
LS-1	SITE SURVEY SHEET 1 OF 2	0
LS-2	SITE SURVEY SHEET 2 OF 2	0
Z-1	OVERALL SITE PLAN	0
Z-2	ENLARGED SITE PLAN	0
Z-3	TOWER ELEVATION	0
Z-4	DETAILS	0
Z-5	FIRE LOOP PLAN	0
GN-1	GENERAL NOTES	0
GN-2	GENERAL NOTES	0

APPLICABLE CODES

ALL WORK SHALL BE PERFORMED AND MATERIALS INSTALL IN ACCORDANCE WITH THE CURRENT EDITIONS OF THE FOLLOWING CODES AS ADOPTED BY THE LOCAL GOVERNING AUTHORITIES. NOTHING IN THESE PLANS IS TO BE CONSTRUED TO PERMIT WORK NOT CONFORMING TO THESE CODES:

- 2019 CALIFORNIA BUILDING CODE (2018 IBC)
- H CODE (2018 IBC)
- NFPA 780 - LIGHTNING PROTECTION CODE
- 2019 CALIFORNIA ELECTRICAL CODE (2017 NEC)
- ANY OTHER NATIONAL OR LOCAL APPLICABLE CODES MOST RECENT EDITIONS
- LOCAL BUILDING CODE
- CITY/COUNTY ORDINANCES

T-Mobile®
verticalbridge

T-MOBILE: SC40174A
Eco-SITE: US-CA-7120 GROCERY OUTLET
2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
SACRAMENTO COUNTY
ZONING DRAWINGS

VICINITY MAP



ENLARGED VICINITY MAP



DRIVING DIRECTIONS

FROM SACRAMENTO INT'L AIRPORT:
BEAR LEFT ON AIRPORT BLVD 0.9 MI, TAKE RAMP RIGHT FOR I-5 S 9.7 MI, AT EXIT 518 TAKE RAMP RIGHT FOR I-80-8R EAST TOWARD FRESNO 2.5 MI, KEEP STRAIGHT ONTO US-50 E 11.1 MI, AT EXIT 17 TAKE RAMP RIGHT AND FOLLOW SIGNS FOR ZINFANDEL DRIVE 0.2 MI, TURN LEFT ONTO ZINFANDEL DR

DO NOT SCALE DRAWINGS

CONTRACTOR SHALL VERIFY ALL PLANS & EXISTING DIMENSIONS & CONDITIONS ON THE JOB SITE & SHALL IMMEDIATELY NOTIFY THE ENGINEER IN WRITING OF ANY DISCREPANCIES BEFORE PROCEEDING WITH THE WORK OR BE RESPONSIBLE FOR SAME.



FLOOD ZONE INFORMATION

ACCORDING TO FEDERAL EMERGENCY MANAGEMENT AGENCY MAPS, THE EXISTING TELECOMMUNICATIONS SITE IS LOCATED IN ZONE "X", WHICH IS AREA OF MINIMAL FLOOD HAZARD AS PER COMMUNITY PANEL NO. 08067C0206H, DATED 08/16/2012.

SITE INFORMATION

TOWER OWNER: ECO-SITE HOLDINGS, LLC
750 PARK OF COMMERCE DRIVE
BOCA RATON, FL 33487

SITE ADDRESS: 2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
COUNTY: SACRAMENTO COUNTY

LATITUDE (NAD 83): 38° 35' 47.304" (38.596473) N
LONGITUDE (NAD 83): 121° 17' 12.249" (-121.286736) W
GROUND ELEVATION: 103.3' AMSL

OCCUPANCY TYPE: UNMANNED
ZONING JURISDICTION: CMU (FBSP)
MUNICIPALITY: CITY OF RANCHO CORDOVA
TAX/PIN #: 072-0330-009-0000
POWER PROVIDER: SMUD (866) 742-7683
TELCO PROVIDER: AT&T

SCOPE OF WORK

THESE PLANS HAVE BEEN DEVELOPED FOR THE PLACEMENT OF THE TELECOMMUNICATION AND PUBLIC UTILITY FACILITY, CONSISTING OF A 50'-0" CELL TOWER, SPACE FOR CARRIER EQUIPMENT AND A UTILITY RACK WITHIN A FENCED COMPOUND (NO WATER OR SEWER REQUIRED), IN ACCORDANCE WITH THE SCOPE OF WORK IN THE PLANS. THESE PLANS ARE CONSTRUCTION DRAWING ACCOMPANIED BY A PASSING STRUCTURAL STABILITY ANALYSIS PREPARED BY LICENSED STRUCTURAL ENGINEER. STRUCTURAL ANALYSIS MUST INCLUDE BOTH TOWER AND MOUNT.

CONTACT INFORMATION

PROPERTY OWNER: AHN INVESTMENTS
2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
PHONE: (925) 736-7369
ATTN: JAY AHN

APPLICANT: ECO-SITE II, LLC
1010 SYNC ST, SUITE 575
MORRISVILLE, NC 27560
PHONE: (919) 636-6810
ATTN: DOMINA GRON

ENGINEER: ALLPRO CONSULTING GROUP, INC.
9221 LYNDON B. JOHNSON FREEWAY
SUITE 204
DALLAS, TX 75243
CONTACT: SHIANG ZHANG (STEVE), P.E.
OFFICE: 972-231-8893
FAX: 866-364-8375

ITEM 11.1.

ATTACHMENT 2 Exhibit A to the Resolution

ATTACHMENT 2
Exhibit A to the Resolution

PROPERTY DESCRIPTION: PARENT PARCEL (AS PROVIDED)

PARCEL 1, AS SHOWN ON THE PARCEL MAP ENTITLED "PORTION OF SUBDIVISION JAMES WIER 241.35 ACRES OF RANCHO RIO DE LOS AMERICANOS", FILED MAY 06, 1977 IN BOOK 31 OF PARCEL MAPS AT PAGE 47, SACRAMENTO COUNTY RECORDS.

EXCEPTING FROM A PORTION OF SAID LAND ALL MINERALS AND ALL OIL, GAS AND OTHER HYDROCARBON SUBSTANCES IN AND UNDER SAID LAND BELOW A DEPTH OF 500 FEET, WITHOUT THE RIGHT OF SURFACE ENTRY, LOCATED IN THE DEED FROM ATLANTIC RICHFIELD COMPANY, RECORDED OCTOBER 15, 1978 IN BOOK 751015, PAGE 525, OF OFFICIAL RECORDS.

AND BEING THE SAME PROPERTY CONVEYED TO AHN INVESTMENTS, INC., A CALIFORNIA CORPORATION, AN UNDIVIDED 50% INTEREST, JOINT, AHN AND SHIN S. AHN, CO-TRUSTEES OF THE JOINT, AHN AND SHIN S. AHN AB LIVING TRUST, DATED JANUARY 18, 2008, AS TO THE UNDIVIDED 25% INTEREST, AND BYONG Y. AHN, TRUSTEE OF THE BYONG Y. AHN SURVIVING SPOUSES TRUST, UNDER AGREEMENT DATED DECEMBER 10, 2008, AS AMENDED, AS TO AN UNDIVIDED 25% INTEREST FROM ASHRA, L.L.C., A CALIFORNIA LIMITED LIABILITY COMPANY, BY GRANT DEED DATED FEBRUARY 04, 2015 AND RECORDED FEBRUARY 10, 2015 IN DEED BOOK 20150210, PAGE 1156.

PROPERTY DESCRIPTION: LEASE AREA (AS SURVEYED)

A PORTION OF PARCEL 1, AS SHOWN ON THE PARCEL MAP ENTITLED "PORTION OF SUBDIVISION JAMES WIER 241.35 ACRES OF RANCHO RIO DE LOS AMERICANOS", FILED MAY 06, 1977 IN BOOK 31 OF PARCEL MAPS AT PAGE 47, SACRAMENTO COUNTY RECORDS, DESCRIBED AS FOLLOWS:

COMMENCING AT THE MOST SOUTHERLY CORNER OF SAID PARCEL 1, THENCE NORTH-WESTERLY ALONG THE WESTERLY LINE OF SAID PARCEL 1 AND A CURVE LEFT HAVING A RADIUS OF 1042.00 FEET, THROUGH A CENTRAL ANGLE OF 0° 32' 38" HAVING A CHORD BEARING OF NORTH 21° 22' 31" WEST, A CHORD DISTANCE OF 9.89 FEET, AN ARC LENGTH OF 9.89 FEET, THENCE CONTINUING ALONG SAID WESTERLY LINE AND A CURVE TO THE LEFT HAVING A RADIUS OF 1042.00 FEET, WITH A CHORD BEARING NORTH 22° 03' 08" WEST, 10.04 FEET, THROUGH A CENTRAL ANGLE OF 0° 40' 27" AN ARC LENGTH OF 10.04 FEET, THENCE NORTH 64° 52' 45" EAST, 71.77 FEET, THENCE NORTH 57° 17' 24" EAST, 405.68 FEET, THENCE NORTH 00° 46' 12" WEST, 158.51 FEET TO THE POINT OF BEGINNING.

THENCE NORTH 33° 13' 49" WEST, 24.76 FEET, THENCE NORTH 43° 34' 35" EAST, 30.13 FEET, THENCE NORTH 89° 01' 50" EAST, 17.85 FEET, THENCE SOUTH 00° 58' 12" EAST, 45.49 FEET, THENCE SOUTH 01° 25' WEST, 23.84 FEET, THENCE NORTH 33° 13' 49" WEST, 3.60 FEET TO THE POINT OF BEGINNING.

PROPERTY DESCRIPTION: NON-EXCLUSIVE ACCESS/UTILITY EASEMENT (AS SURVEYED)

A NON-EXCLUSIVE 15 FOOT ACCESS/UTILITY EASEMENT THROUGH A PORTION OF PARCEL 1, AS SHOWN ON THE PARCEL MAP ENTITLED "PORTION OF SUBDIVISION JAMES WIER 241.35 ACRES OF RANCHO RIO DE LOS AMERICANOS", FILED MAY 06, 1977 IN BOOK 31 OF PARCEL MAPS AT PAGE 47, SACRAMENTO COUNTY RECORDS, DESCRIBED AS FOLLOWS:

COMMENCING AT THE MOST SOUTHERLY CORNER OF SAID PARCEL 1, THENCE NORTH-WESTERLY ALONG THE WESTERLY LINE OF SAID PARCEL 1 AND A CURVE LEFT HAVING A RADIUS OF 1042.00 FEET, THROUGH A CENTRAL ANGLE OF 0° 32' 38" HAVING A CHORD BEARING OF NORTH 21° 22' 31" WEST, A CHORD DISTANCE OF 9.89 FEET, AN ARC LENGTH OF 9.89 FEET TO THE POINT OF BEGINNING.

THENCE CONTINUING ALONG SAID WESTERLY LINE AND A CURVE TO THE LEFT HAVING A RADIUS OF 1042.00 FEET, WITH A CHORD BEARING NORTH 22° 03' 08" WEST, 10.04 FEET, THROUGH A CENTRAL ANGLE OF 0° 40' 27" AN ARC LENGTH OF 10.04 FEET, THENCE NORTH 64° 52' 45" EAST, 71.77 FEET, THENCE NORTH 57° 17' 24" EAST, 405.68 FEET, THENCE NORTH 00° 46' 12" WEST, 158.51 FEET, THENCE SOUTH 33° 13' 49" EAST, 3.60 FEET, THENCE SOUTH 01° 25' WEST, 23.84 FEET, THENCE SOUTH 00° 58' 12" EAST, 45.49 FEET, THENCE SOUTH 01° 25' WEST, 23.84 FEET, THENCE NORTH 33° 13' 49" WEST, 3.60 FEET TO THE POINT OF BEGINNING.

SURVEYOR NOTES

1. ALL TITLE INFORMATION IS BASED UPON A COMMITMENT FOR TITLE INSURANCE PREPARED BY FIDELITY NATIONAL TITLE INSURANCE CO., ORDER NO. 28051785 EFFECTIVE DATE 10/03/2016.
2. SURVEYOR HAS NOT PERFORMED A SEARCH OF PUBLIC RECORDS TO BE TURNING ANY OBJECT IN TITLE.
3. THE BOUNDARY SHOWN HEREON IS PLOTTED FROM RECORD INFORMATION AND DOES NOT CONSTITUTE A BOUNDARY SURVEY OF THE PROPERTY.
4. SURVEYOR DOES NOT GUARANTEE THAT ALL UTILITIES ARE SHOWN ON THEIR LOCATIONS. IT IS THE RESPONSIBILITY OF THE CONTRACTOR AND DEVELOPER TO CONTACT BLUE STAKE AND ANY OTHER INVOLVED AGENCIES TO LOCATE ALL UTILITIES PRIOR TO CONSTRUCTION. REMOVAL, RELOCATION AND/OR REPLACEMENT IS THE RESPONSIBILITY OF THE CONTRACTOR.

PROJECT META DATA

1. ELEVATIONS SHOWN HEREON ARE REPRESENTED IN NORTH AMERICAN VERTICAL DATUM OF 1988 (NAVD8) ESTABLISHED FROM GPS DERIVED ELLIPSOID HEIGHTS, APPLICABLE GRID 108 SEPARATIONS, CONSTRAINING TO NGS CORS STATIONS PROVIDED IN THE "ONLINE POSITIONING USER SERVICE" (OPUS) SOLUTION FOR THIS SPECIFIC SITE.
2. BEARINGS SHOWN HEREON ARE BASED UPON U.S. STATE PLANE, NAD83 COORDINATE SYSTEM, CALIFORNIA STATE PLANE COORDINATE ZONE 8, DETERMINED BY GPS OBSERVATIONS.
3. FIELD WORK FOR THIS PROJECT WAS PERFORMED ON 01/03/2018.

FLOOD ZONE DESIGNATION

THE PROPOSED LEASE PREMISES SHOWN HEREON APPEAR TO BE WITHIN FLOOD ZONE "X" AS DELINEATED ON THE FEDERAL EMERGENCY MANAGEMENT AGENCY FIRM MAP NO. 080670200H DATED 08/19/2012.

FLOOD ZONE "X" IS DEFINED AS AREAS DETERMINED TO BE OUTSIDE 500-YEAR FLOODPLAIN, DETERMINED TO BE OUTSIDE THE 1% AND 2% ANNUAL CHANCE FLOODPLAINS.

SURVEY DETAIL
SHEET LS-2

CERTIFICATION

I HEREBY CERTIFY TO ECD SITE AND FIDELITY NATIONAL TITLE INSURANCE COMPANY THAT THIS LAND SURVEYING DOCUMENT WAS PREPARED AND THE RELATED SURVEY WORK WAS PERFORMED BY ME OR UNDER MY SUPERVISION AND THAT I AM A DULY LICENSED PROFESSIONAL LAND SURVEYOR UNDER THE LAWS OF THE STATE OF CALIFORNIA.



LEGEND

- BRASS CAP FLUSH
- FOUND AS NOTED
- NOTHING FOUND OR SET
- ELECTRIC PULL BOX
- ELECTRIC TRANSFORMER
- ELECTRIC MANHOLE
- ELECTRIC CANNIST
- ELECTRIC VAULT
- FIBER VAULT
- POWER POLE
- GAS METER
- WATER VALVE
- WATER METER
- SEWER/SEWER MANHOLE
- CECIDIUS TREE
- BGR
- BOLLARD/POST
- WIRELINE
- SPOT ELEVATION
- SCHEDULE B HEX
- POSITION OF GEODETIC COORDINATES
- PROPERTY LINE (OTHER)
- MONUMENT LINE
- EASEMENT LINE
- LEASE LINE
- OVERHEAD ELECTRIC LINE
- UGO ELECTRIC LINE
- UGO GAS LINE
- SANITARY SEWER LINE
- APN - ADJACENT PARCEL NUMBER
- BLDG - BUILDING
- CMU - CONCRETE MASONRY UNIT
- CS - CONCRETE SURFACE
- DW - DRIVEWAY
- EP - EDGE OF PAVEMENT
- NG - NATURAL GRADE
- PV - ASPHALT
- SW - SIDEWALK
- RT - RIGHT OF WAY
- LOC - TOP OF CURB



13° 43' MAGNETIC DECLINATION



CURVE TABLE					
CURVE	LENGTH	RADIUS	DELTA	CHORD BNG.	CHORD LENGTH
C1	9.89	1042.00	0° 32' 38"	A21° 32' 31" W	9.89
C2	10.04	1042.00	0° 40' 27"	N22° 03' 25" W	10.04

T-Mobile

2625 S. PLAZA DR., #400 TEMPE, ARIZONA 85282
PHONE: (480) 638-2600, FAX: (480) 638-2652

Kimley»Horn

655 NORTH FRANKLIN STREET
SUITE 150
TAMPA, FL 33602
PHONE (813) 620-1460
WWW.KIMLEY-HORN.COM

FIELD BY: JFB
DRAWN BY: CWS
CHECKED BY: ABW

REVISIONS		
NO.	DATE	DESCRIPTION
4	12/20/19	REVISION
3	07/12/19	REVISION
2	03/11/18	FINAL
1	01/14/18	PRELIMINARY

RLF CONSULTING
LAND SURVEYING • MAPPING SOLUTIONS
WITH A FOCUS ON • LAND ACQUISITION
AND PROFESSIONAL FINANCIAL • AND DEVELOPMENT

NOTICE OF DOCUMENT
THE IDEAS & DESIGN INFORMATION HEREON, AS AN INSTRUMENT OF PROFESSIONAL SERVICE, IS THE PROPERTY OF RLF CONSULTING, LLC & IS NOT TO BE USED FOR ANY OTHER PROJECT WITHOUT WRITTEN AUTHORIZATION OF RLF CONSULTING, LLC.

PROJECT No:
08002251
SITE NAME:
SC40174CA-0079

SITE ADDRESS:
2801 ZINFANDEL DRIVE
RANCHO CORDOVA, CA 95870

SHEET TITLE:
BOUNDARY DETAIL

SHEET NO.
LS-1

REVISION:

ATTACHMENT 2
Exhibit A to the Resolution

T-Mobile

Kimley»Horn

FIELD BY:	JTS
DRAWN BY:	CRS
CHECKED BY:	ABM

4	12/20/18	REVISION
3	07/12/19	REVISION
2	03/11/19	FINAL
1	01/14/19	PRELIMINARY
NO.	DATE	DESCRIPTION

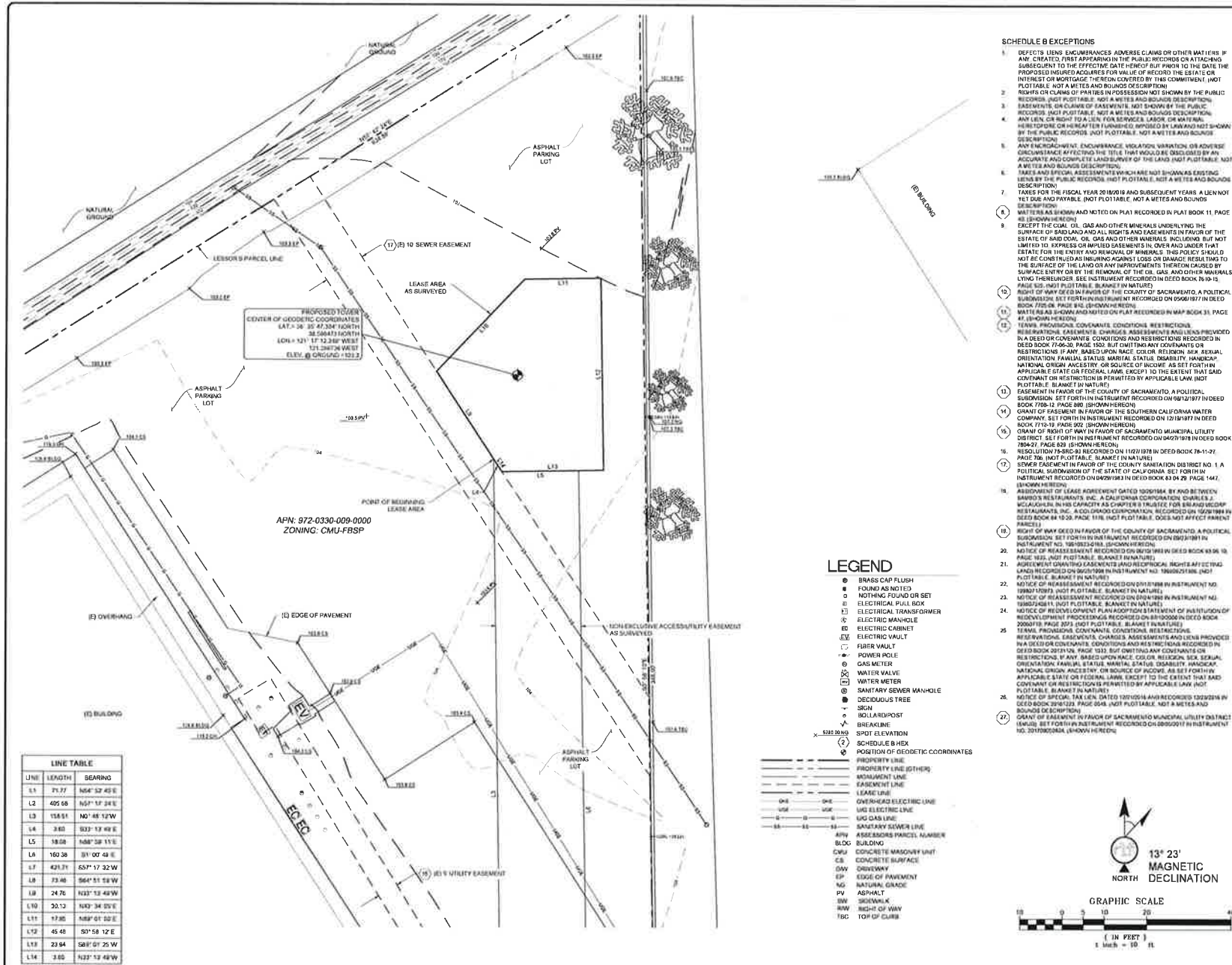


PROJECT No.
08002251

SITE NAME:
SC40174CA-0079

SHEET TITLE:
SURVEY DETAIL

Page 203 of 546

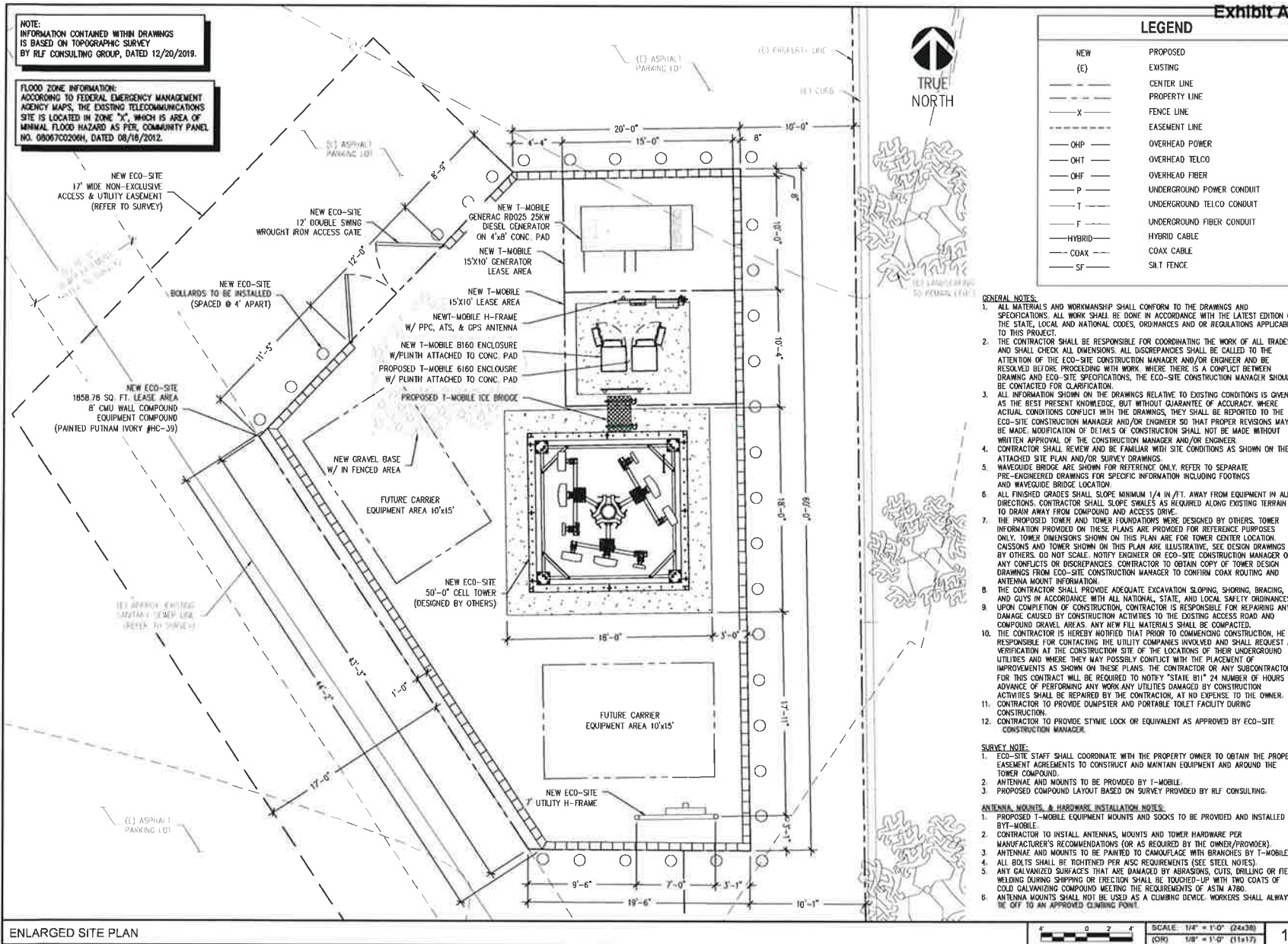


ITEM 11.1.

ATTACHMENT 2
Exhibit A to the Resolution

ATTACHMENT 2

Exhibit A to the Resolution



T-Mobile
4126 SOUTHWEST FREEWAY, SUITE 1400
HOUSTON, TX 77027

Eco-Site
1010 SYNC STREET, SUITE 575
MORRISVILLE, NC 27560

verticalbridge
750 PARK OF COMMERCE DRIVE
BOCA RATON, FL 33467

ALLPRO
CONSULTING GROUP, INC.
9221 Lyndon B Johnson Fwy
Suite 204, Dallas, TX 75243
Phone: 972-231-8833
Fax: 972-364-8375
www.allproci.com

ACQ NO: 21-3161

DRAWN BY: RM

CHECKED BY: SZ

REV. DATE. DESCRIPTION BY

0 05/20/21 FINAL 2D RM

05/20/21
C73420
Exp. 12/31/22
CIVIL

NOT VALID WITHOUT
P.E. STAMP & SIGNATURE

SITE INFORMATION
T-MOBILE SITE #:
SC40174A

ECO-SITE SITE #:
US-CA-7120

2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
SACRAMENTO COUNTY

SHEET TITLE:
ENLARGED
SITE PLAN

SHEET NUMBER:

Z-2

VIEW 2 – AFTER



NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN

T-Mobile®
4126 SOUTHWEST FREEWAY, SUITE 1400
HOUSTON, TX 77027

Eco-Site®
1010 SYNC STREET, SUITE 575
MORRISVILLE, NC 27560

verticalbridge
750 PARK OF COMMERCE DRIVE
BOCA RATON, FL 33487

ALLPRO
CONSULTING GROUP, INC.
9221 Lyndon B Johnson Fwy
Suite 204, Dallas, TX 75243
Phone: 972-231-8893
Fax: 972-231-8893
www.allproci.com

ACGI NO: 21-3161

DRAWN BY: RM

CHECKED BY: SZ

REVISIONS

REV DATE DESCRIPTION BY

0 05/20/21 FINAL 20 RM

05/20/21

NOT VALID WITHOUT
P.E. STAMP & SIGNATURE

SITE INFORMATION
T-MOBILE SITE #: SC40174A

ECO-SITE SITE #:
US-CA-7120

2801 ZINFANDEL DR
RANCHO CORDOVA, CA 95670
SACRAMENTO COUNTY

SHEET TITLE:

DETAILS

SHEET NUMBER:

Z-4

RD025 | 2.2L | 25kW
INDUSTRIAL DIESEL GENERATOR SET

GENERAC INDUSTRIAL

APPLICATION AND ENGINEERING DATA

ENGINE SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

ALTERNATOR SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

RD025 | 2.2L | 25kW
INDUSTRIAL DIESEL GENERATOR SET

GENERAC INDUSTRIAL

APPLICATION AND ENGINEERING DATA

ENGINE SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

ALTERNATOR SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

RD025 | 2.2L | 25kW
INDUSTRIAL DIESEL GENERATOR SET

GENERAC INDUSTRIAL

APPLICATION AND ENGINEERING DATA

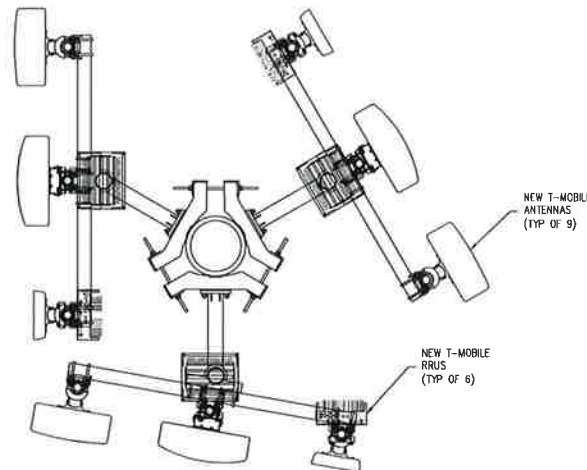
ENGINE SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

ALTERNATOR SPECIFICATIONS

General	Generator	Control System
Model	RD025	Automatic
Power (kW)	25	25
Power (kVA)	31.25	31.25
Frequency (Hz)	60	60
Phase	3	3
Voltage (V)	208/240	208/240
Current (A)	70.7/80.1	70.7/80.1
Speed (RPM)	1800	1800
Engine Type	4-Stroke	4-Stroke
Engine Model	6BTA-28	6BTA-28
Engine Power (kW)	25	25
Engine Power (kVA)	31.25	31.25
Engine Speed (RPM)	1800	1800
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3
Engine Voltage (V)	208/240	208/240
Engine Current (A)	70.7/80.1	70.7/80.1
Engine Frequency (Hz)	60	60
Engine Phase	3	3

GENERATOR DETAILS

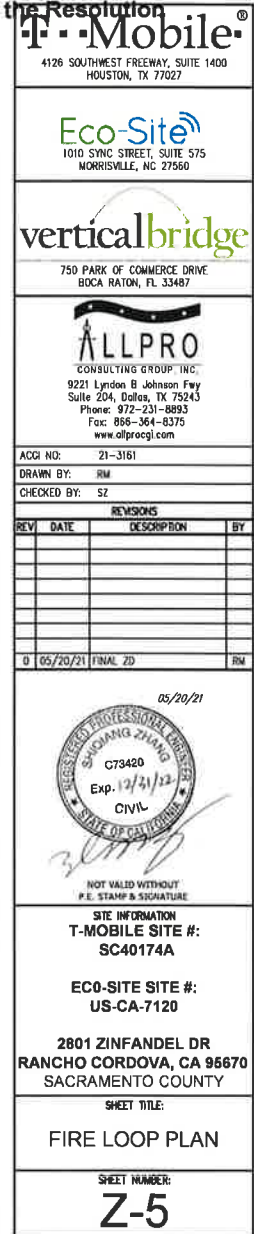
SCALE: 1
NTSNOTE:
FUTURE CO-LOCATOR CARRIER WILL
NOT EXCEED DEPICTED ANTENNA
AND RRU LAYOUT.

ANTENNA CONFIGURATION

SCALE: 1" = 40' (24x36)
(CH) 1" = 80' (11x17) 1

ATTACHMENT 2
Exhibit A to the Resolution

~~Exhibit A to the Resolution~~

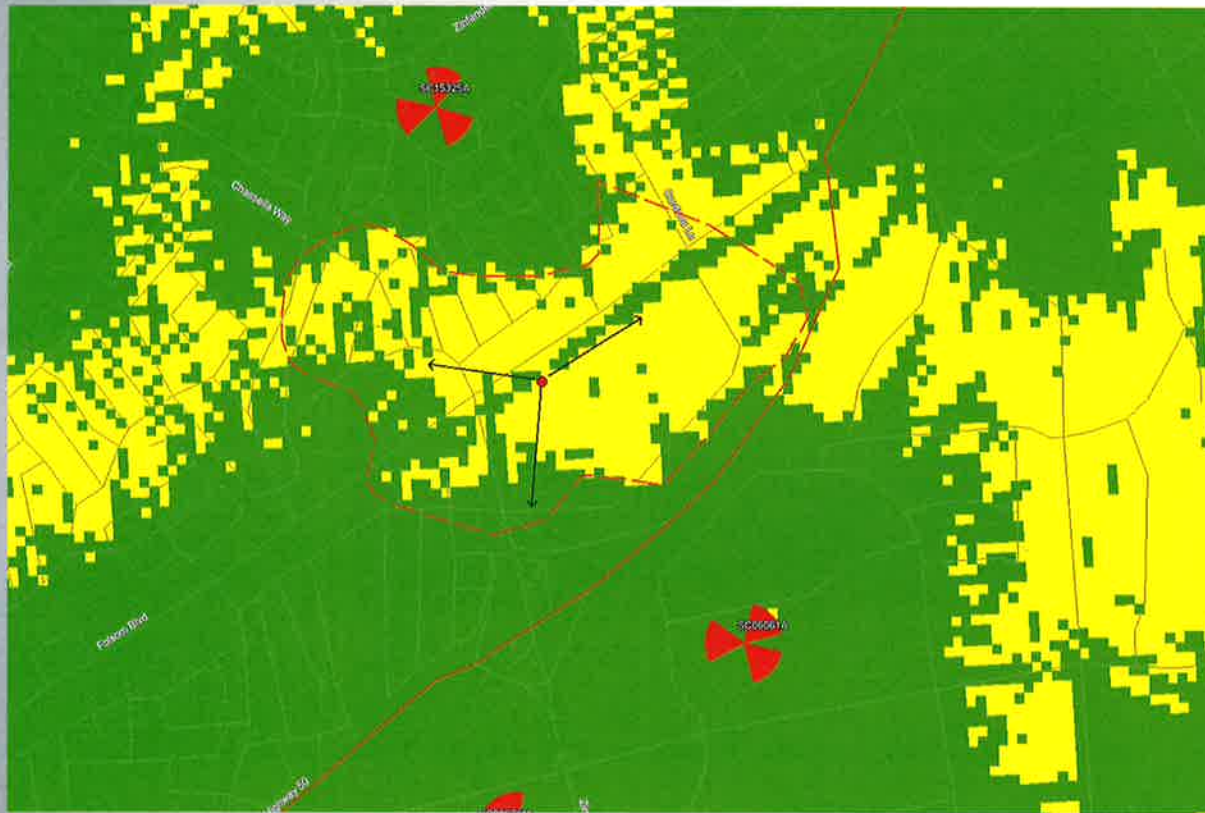


Coverage

Existing 4G Service – Mid Band

Existing 4G Service without the Proposed Site

MID BAND (AWS-2100 MHZ) LTE SERVICE MAP (RSRP)



- Subject Site SC40174
- ▲ On Air Site

- Reliable 4G In-Building Residential Coverage (≥ -97 dBm)
- Reliable 4G In-Vehicle Coverage ($-97 > x \geq -114$ dBm)
- Area to be covered by SC40174

T-Mobile

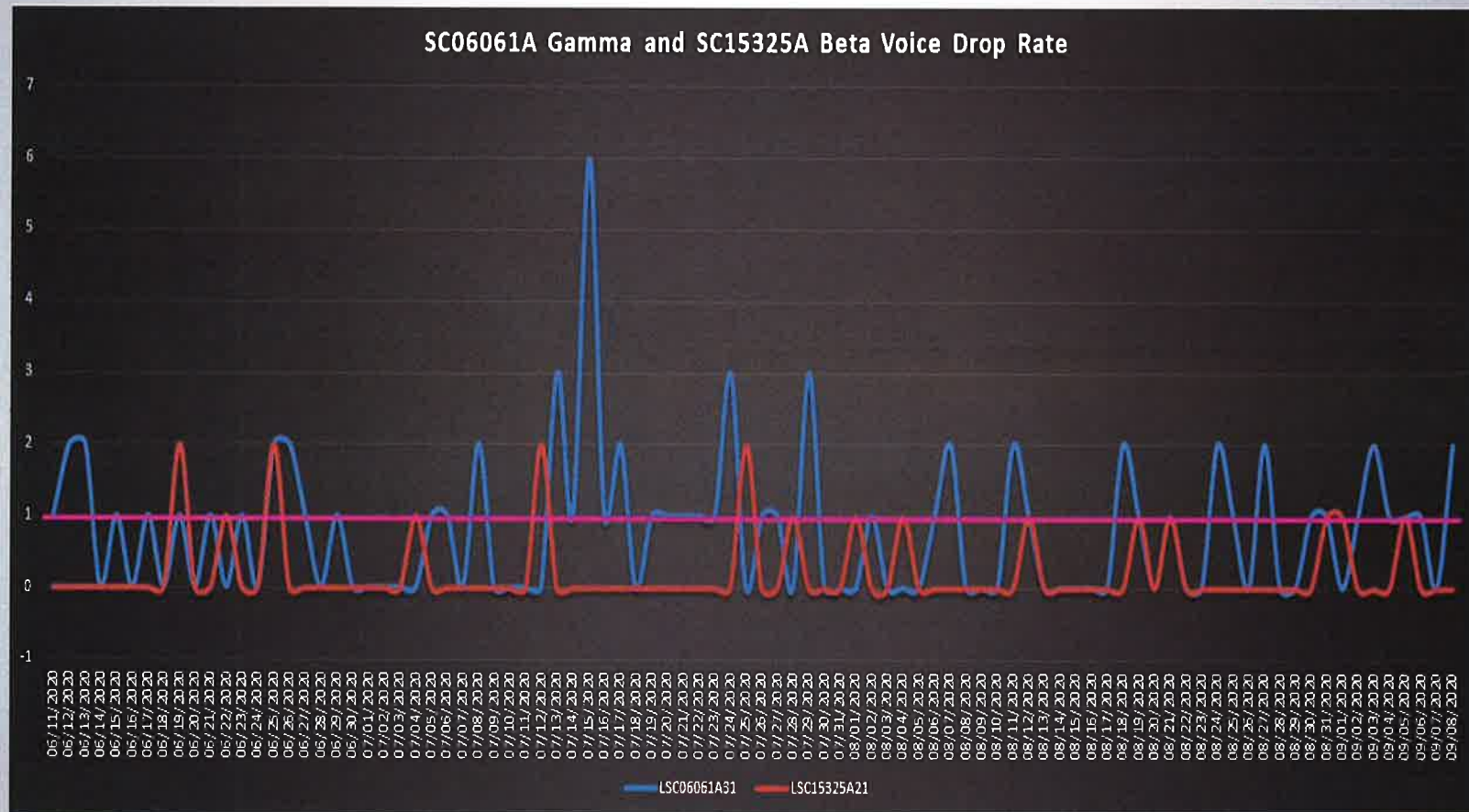
Existing 4G Service With the Proposed Site – ECO BTS Location @ 41' AGL
MID BAND (AWS-2100 MHZ) LTE SERVICE MAP (RSRP)



Note: The Eco-Site location provides coverage in the area where we are getting a lot of complaints, due to slow speeds because of site congestion.

Capacity

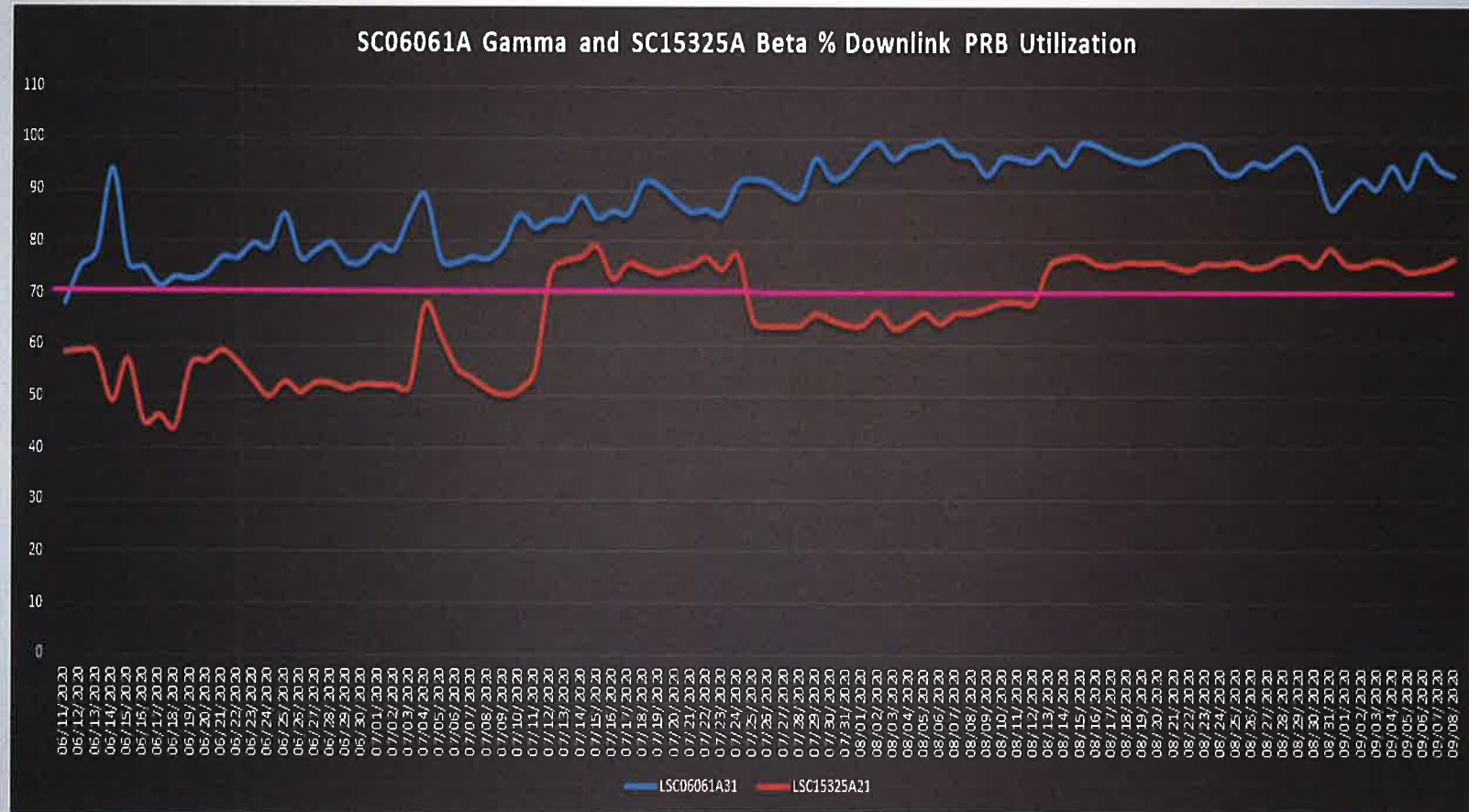
4G Voice Key Performance Indicators – Drop Call



*1% Drop Call Metric

T-Mobile

Capacity Data - %DL PRB Utilization

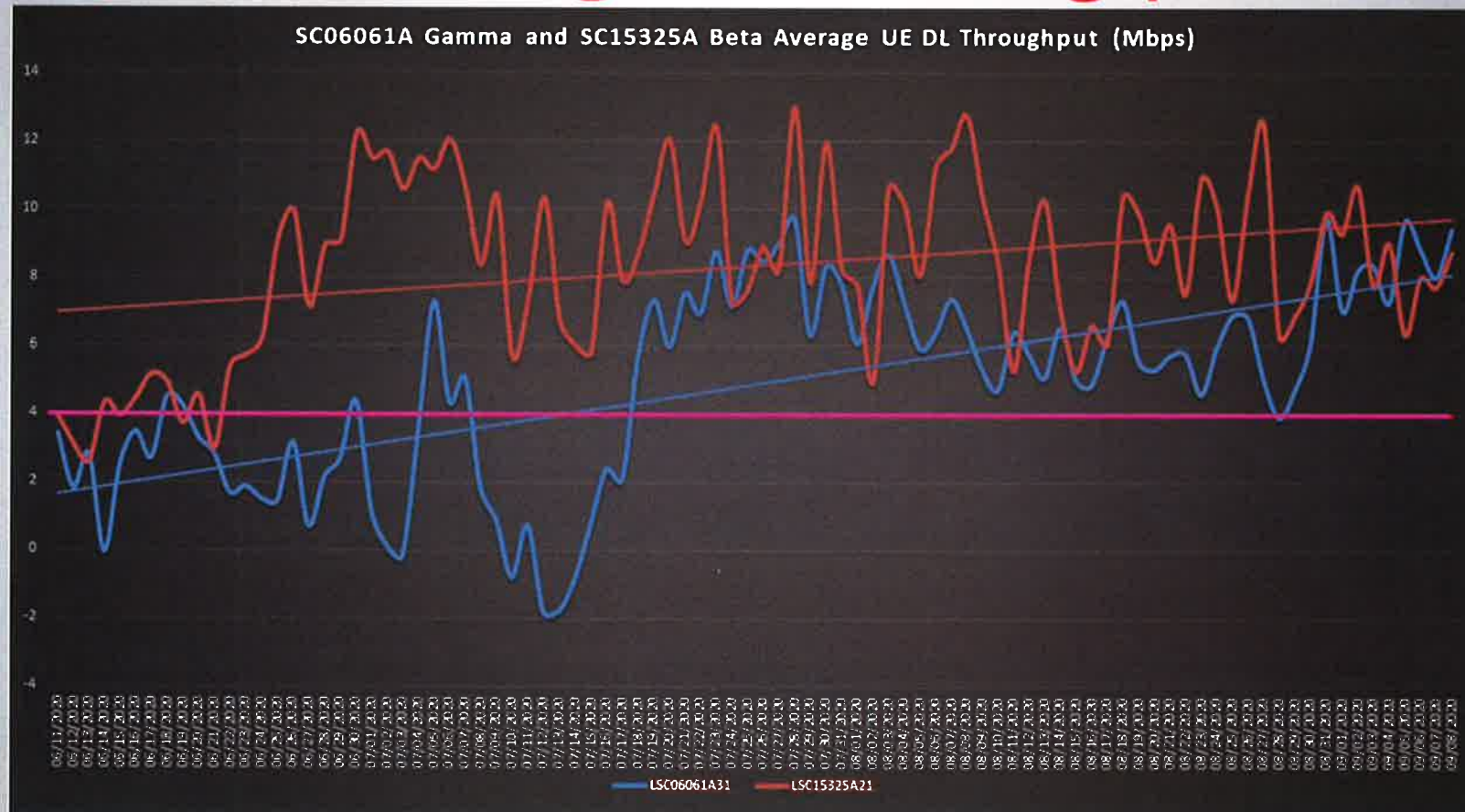


*70% %DL PRB Utilization Metric

* Planning for cell split occurs when %DL PRB Utilization > 70%

T-Mobile

Capacity Data – Average UE DL Throughput



*4MB Average UE DL Throughput Metric

* Planning for cell split occurs when Average UE DL Throughput < 4Mbps

T-Mobile

ITEM 11.1.
Eco Site II Telecommunications Tower
Conditions of Approval

ATTACHMENT 3
Exhibit B to the Resolution

		<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>	<u>Verification</u> (date & Signature)
General Conditions					
1.	The approved entitlement is for a Conditional Use Permit for Eco Site II Cellular 50 foot high Telecommunication Tower facility to include antennas and corresponding ground equipment within a screened masonry wall area located at the southeast corner of Folsom Boulevard and Zinfandel Drive. The project is approved with the conditions herein, for project number DD10018. Approval of this permit is subject to the attached project plans.	Project Description	On-Going	Planning	
2.	The Applicant shall hold harmless the City, its Council Members, officers, agents, employees, and representatives from liability for any award, damages, costs and fees incurred by the City and/or awarded to any plaintiff in an action challenging the validity of this permit or any environmental or other documentation related to approval of this permit. Applicant further agrees to provide a defense for the City in any such action.	General	On-Going	Planning	
3.	Any future alteration to the tower, change in use, or intensification of the site must be reviewed by the City to ensure compliance with all local, state, and federal regulations. Minor modifications that are found to be in substantial conformance with the approved plans such as colors, plant materials, or minor lot line adjustments, may be approved administratively. Major modifications shall be approved by the applicable decision making body.	General	On-Going	Planning/ Building /Public Works	
4.	Applicant/Developer shall not carry a negative account balance with the City for the processing of the project. If a negative account balance occurs, it will be the developer's responsibility to pay the balance due, in order to avoid delays in the processing of future permits or recordation of maps. Please email the Finance Department at billings@cityoffranchocordova.org for the status of your account with the City.	General	On-Going	Finance	
5.	This permit is valid for a period of three (3) years from the date of City Council approval unless an extension is granted by the	Expiration	On-Going	Planning	

ITEM 11.1.
Eco Site II Telecommunications Tower
Conditions of Approval

ATTACHMENT 3
Exhibit B to the Resolution

		<u>Category</u>	<u>Timing/ Implementation</u>	<u>Enforcement/ Monitoring</u>	<u>Verification</u> (date & Signature)
	Community Development Director.				
6.	In the event the Applicant requires the relocation or removal of existing SMUD facilities on or adjacent to the subject property, the Applicant shall coordinate with SMUD. The Applicant shall be responsible for the cost of relocation or removal.	SMUD Facilities	On-Going	SMUD	
7.	The entrance to the enclosed area shall be along the southern side of the enclosure.	Access	Prior to Issuance of Building Permit	Planning	
8.	Cellular Tower plans shall be submitted, reviewed and approved by the Sacramento Metro Fire Department.	Fire Access and Review	Prior to Issuance of Building Permit	Sacramento Metro Fire	
9.	All facilities shall be designed so as to be resistant to and minimize opportunities for unauthorized access, climbing, vandalism, graffiti, and other conditions which would result in hazardous conditions, visual blight, or attractive nuisances.	Safety Design	Prior to Issuance of Building Permit	Planning	
10.	The Tower and related equipment shall not bear any signs or advertising devices other than certification, warning, or other required seals or signs.	Advertising	Prior to Final Inspection	Planning	

MEMORANDUM

ITEM 11.2.



DATE: June 7, 2021

TO: Honorable Mayor and Council Members

FROM: June Cowles, Senior Planner

SUBJECT: ECO SITE II, CELLULAR TELECOMMUNICATION TOWER AT THE SOUTHEAST CORNER OF ZINFANDEL DRIVE AND FOLSOM BOULEVARD CONDITIONAL USE PERMIT PROJECT DD10018

PROPERTY OWNER: AHN Investments 2801 Zinfandel Drive Rancho Cordova, CA 95670	APPLICANT/DEVELOPER: Eco-Site II 1010 Sync Street, Suite 575 Morrisville, NC 27560
---	--

PROJECT:	The applicant is requesting a Conditional Use Permit for the development of a 50 foot high Telecommunication Tower that includes the following: • The telecommunication tower is designed as a clock tower • Installation of new lines and antennas • 1,130 square foot area with ground equipment surrounded by an 8 foot high masonry wall.
------------------------	--

FILE:	DD10018
---------------------	---------

LOCATION:	2801 Zinfandel Drive
-------------------------	----------------------

ZONING:	Commercial Mixed Use Folsom Boulevard Specific Plan (CMU FBSP)
-----------------------	--

APN:	072-0330-064-0000
--------------------	-------------------

PLANNER:	June Cowles, Senior Planner
------------------------	-----------------------------

RECOMMENDATION:

Find the project is exempt under California Environmental Quality Act (CEQA) Exemption 15303, New Construction or Conversion of Small Structures); and adopt the Resolution for Eco Site II, Cellular Telecommunication Tower at the southeast corner of Zinfandel Drive and Folsom Boulevard Conditional Use Permit.

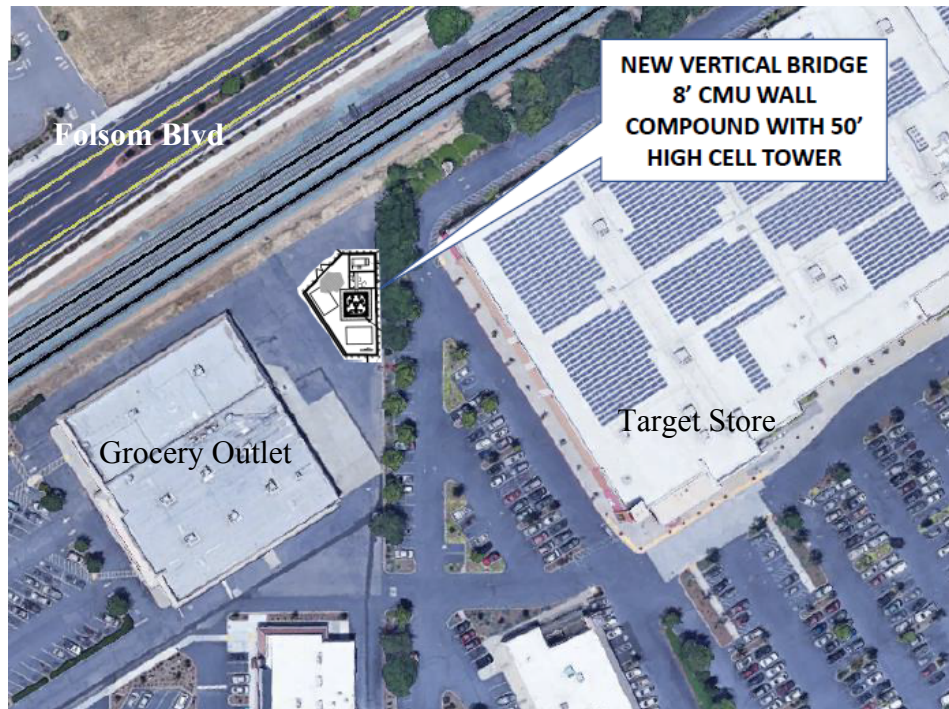
RESULT OF RECOMMENDED ACTION

Adoption of the above referenced resolution would approve the Conditional Use Permit for a new 50 foot high cellular telecommunication tower project. Approval would allow the applicant to pursue necessary building permits for new construction.

BACKGROUND

The project site location is at the southeast corner of Zinfandel Drive and Folsom Boulevard, behind the existing Grocery Outlet store at 2801 Zinfandel Drive. The site is located within the Folsom Boulevard Specific Plan area. **Figure 1: Site Location.**

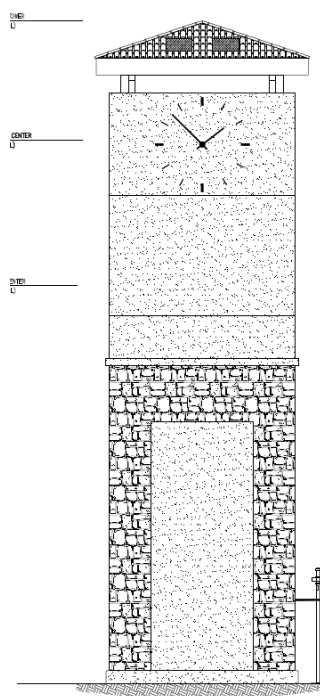
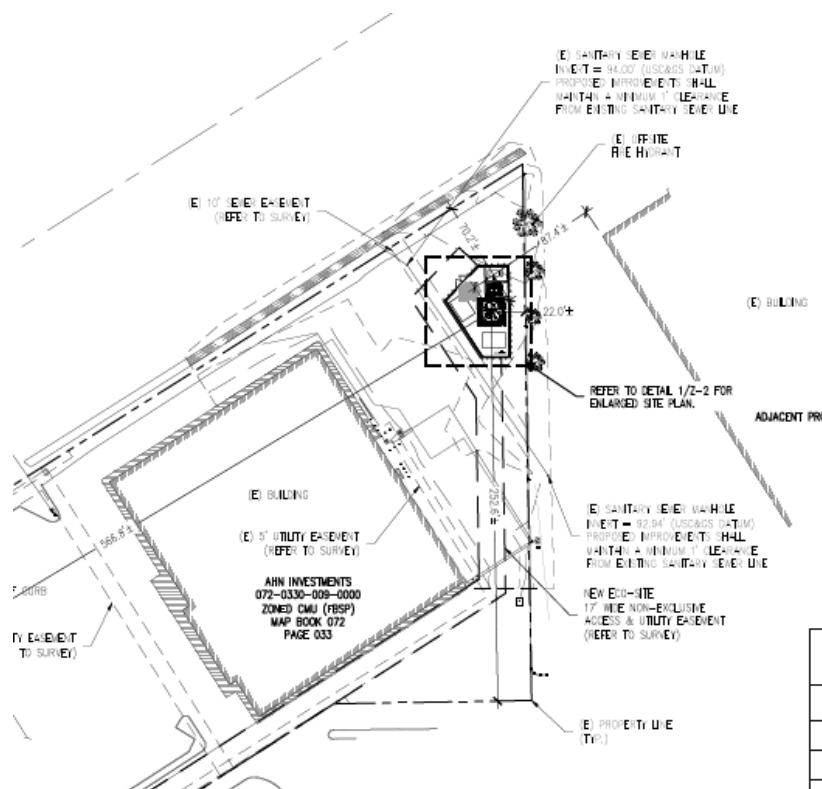
Figure 1: Site Location

**PROPOSED PROJECT:**

The applicant, Eco-Site LLC, is requesting a conditional use permit to install a 50 foot high telecommunication tower **Figure 2: Proposed Telecommunication Tower Site Plan and Elevation** that includes the following:

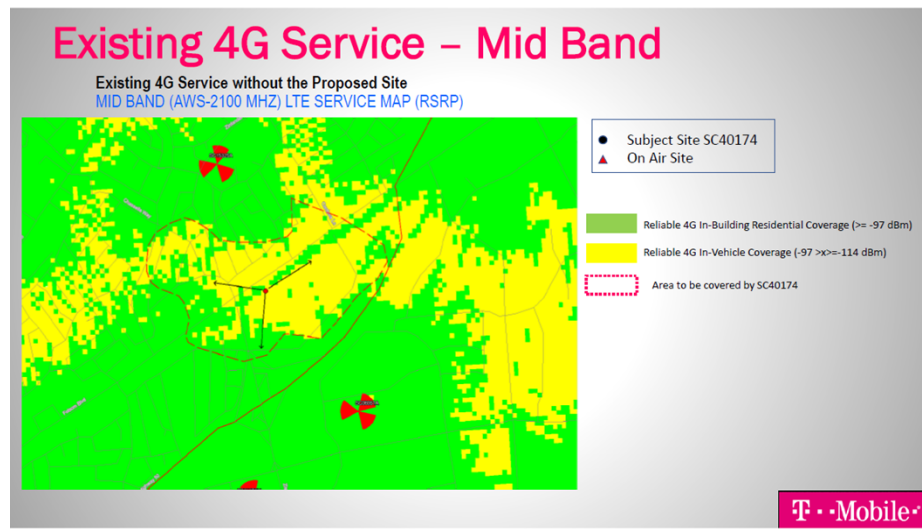
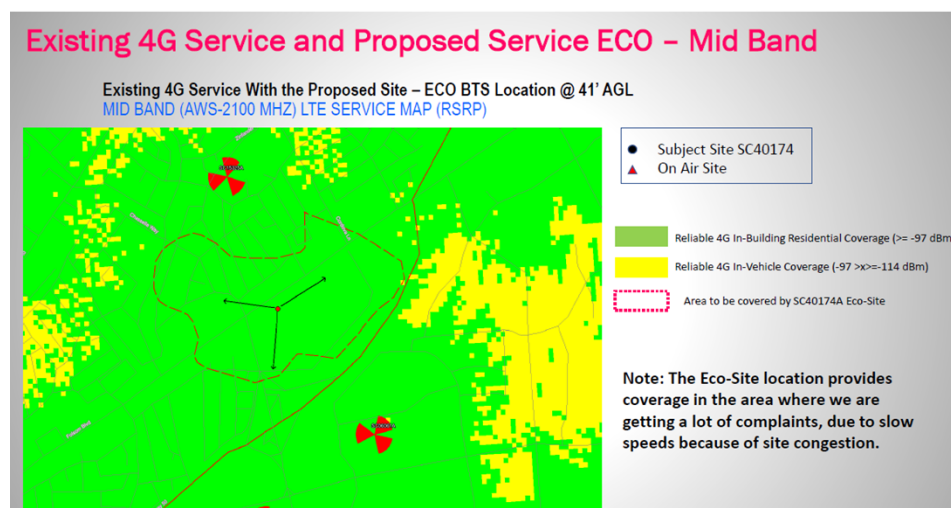
- The 50 foot high telecommunication tower is designed as a clock tower
- Installation of new lines and antennas (twelve (12) 8 foot panel antennas, 9 Remote Radio Units (RRUs)).
- 1,130 square foot area with ground equipment surrounded by an 8 foot high masonry wall. Ground equipment includes 1 diesel fuel generator and associated wireless equipment cabinets.
- The proposed facility is designed for co-location and includes equipment and tower space for additional carriers.

Figure 2: Proposed Telecommunication Tower Site Plan and Elevation



APPLICANT'S ADDITIONAL INFORMATION:

The applicant is requesting to build a new telecommunication tower in order to improve existing coverage and quality in residential and commercial areas along Zinfandel Drive and Folsom Boulevard and to offload congestion for neighboring sites. The applicant provided an existing site coverage map and a coverage map with the proposed telecommunication tower. **Figure: 3 Existing Coverage Map and Figure 4: Coverage Map with Proposed Telecommunication Tower.**

Figure 3: Existing Coverage Map**Figure 4: Coverage Map with Proposed Telecommunication Tower****ANALYSIS**

General Plan

The project site is located within the Folsom Boulevard Specific Plan and Downtown Planning Area Commercial designation.

Zoning District

The project site is located within the Commercial Mixed Use Folsom Boulevard Specific Plan (CMU FBSP) zoning district which allows a Telecommunication Facility with an Administrative Use Permit approval and is subject to the provisions of the Telecommunication Facility section of the City's Zoning Ordinance (23.907.020).

Conditional Use Permit

The proposed telecommunication site is within 500 feet of a residential zoning district and therefore, a conditional use permit is required, Zoning Ordinance Section (23.907.020). In addition, the City of Rancho Cordova Zoning Code section 23.907.020(G) Development Standards for Towers states the following:

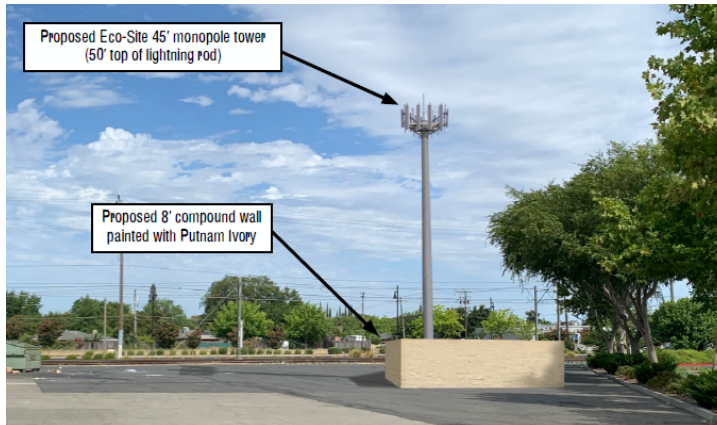
"New Towers shall be camouflaged whenever possible, if not feasible to camouflage, the tower and related equipment shall have subdued colors and non-reflective materials that blend with the colors and materials of surrounding areas."

Telecommunication Tower Designs:**First Submittal:**

The applicant's first submittal included two telecommunication tower designs **Figure 5: First Submittal Telecommunication Tower Designs**, as follows:

Figure 5: First Submittal Telecommunication Tower Designs

Cell Pole Tower



MonoPine





Staff provided comments on the design to the applicant as follows:

- Staff stated the concern was the view from Folsom Boulevard and Zinfandel Drive.
- The proposed design should consider and reflect the surrounding area including the Folsom Boulevard infrastructure redesign **Figure 6: Folsom Boulevard Infrastructure Redesign**.
- Light rail is adjacent to the site which transports people that live in and out of the area.
- Staff prefers a design that is a “signature piece” tied to the area.

Figure 6: Folsom Boulevard Infrastructure Redesign

The Folsom Boulevard infrastructure redesign included landscape medians, stamped red brick pavement within the hard surface median, detached sidewalks with landscaping, wrought iron fencing, and architectural lights.

Street View 2018 Folsom Boulevard

2007 Street View, same area. The beginning of construction to revitalize Folsom Blvd. The landscape median was put in during this year.



Second Submittal:

The applicant's second submittal includes a tower design **Figure 7: Second Submittal Tower Design.**

Figure 7: Second Submittal Tower Design



Staff provided comments as follows:

- Prefer a clock tower feature.
- Add architectural elements: Brick or other coloring to break it up.
- Landscape buffer to screen from Folsom.

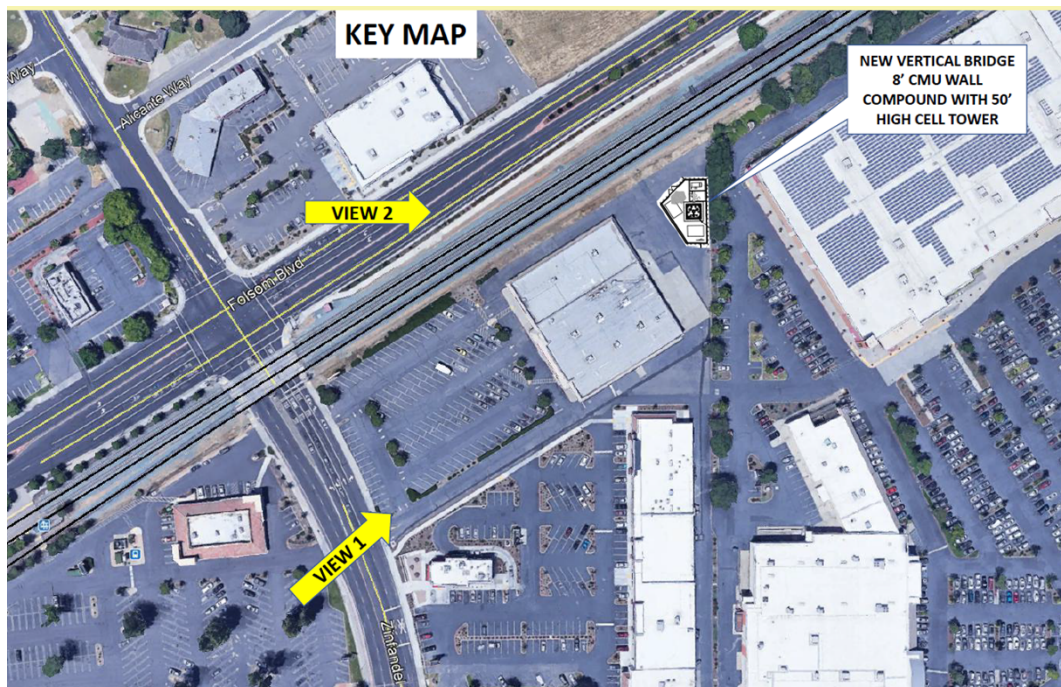
Third Submittal, Proposed Design:

The applicant provided photo simulations for the proposed clock tower design that included a clock on all 4 elevations and different colored brick stone elements. **Figure 8: Third Submittal Tower Design**

Figure 8: Third Submittal Tower Design



View Map



View 1 without the tower (From Zinfandel Drive)



Photo simulation with clock tower



View 2 without the tower (From Folsom Boulevard)



Photo simulation with the clock tower



Telecommunication Tower Development Standards

The City of Rancho Cordova Zoning Ordinance Section 23.907.020 *Telecommunication Tower* includes development standards for new telecommunication towers. The proposed telecommunication tower is consistent with the standards as follows:

- The new facility provides for future collocations.
- The new tower provides at least 10 feet of horizontal clearance between antenna and any power lines.
- The new tower is not located within the front or street side yard. The minimum setback of 20 percent of the height of the tower (10 feet) is met.
- The height limit does not exceed the maximum building height of the zoning district (50 feet).
- The proposed new tower meets all building setback requirements.
- Faux vines are provided on the outside of the screen wall

Landscaping

The City of Rancho Cordova Zoning Ordinance Telecommunication Tower Section 23.907.020 states telecommunication towers shall meet the landscape Section 23.716.060.E as follows:

“Telecommunication Towers. Where appropriate, facilities shall be installed so as to maintain and enhance existing landscaping on the site, including trees, foliage, and shrubs, whether or not utilized for screening. Additional landscaping shall be planted around the tower and related equipment to buffer abutting residential zoning districts or uses, and to buffer public trails.”

Although the site is not adjacent to residential zoning districts or uses or public trails, the site includes existing landscaping (trees and shrubs) along the eastern screen wall.

The Telecommunication Tower Development Standards Section 23.907.020 (G)(2) *Telecommunication Tower Safety Design* states the following:

“All facilities shall be designed to be resistant to and minimize opportunities for unauthorized access, climbing, vandalism, graffiti, and other conditions which would result in hazardous conditions, visual blight, or attractive nuisances”.

Staff recommended that vines be provided along the screen wall in order to prevent graffiti. However, the applicant stated that they would not want to include the vines due to the following issues:

- The site design is very tight. A drive study was performed to ensure that the tower facility would not impede on the commercial site truck traffic.
- The lease would need to be amended with the property owner to increase the size.
- A reduced size of the walled area would inhibit the possibility of adding additional carriers onto the site.

The applicant suggested utilizing faux vines, “Ivy-It”, to cover the screen wall and provided information about the product, <https://ivy-it.com/env/cell-site-solutions/> Attachment 4. Ivy-It is a synthetic ivy and vine system that creates a realistic and aesthetically true representation of natural foliage with the following benefits:

- Minimizes the requirements of costly graffiti removal programs and the unsightly results of non-matching surface painting.
- Helps reduce crime stemming from graffiti.
- No costly water consumption or sprinklers needed.
- No pesticides
- Maintenance free (no trimming)
- Aesthetically appealing, lush and green all year
- 100% recycled renewable resources.
- Easy, quick installation through secure anchoring system.
- Can be cut and sculpted into any shape/size
- 1 year warranty and 7 year life expectancy.

After reviewing the Ivy-It information and case studies, staff included a condition of approval to the project for the faux vines, Ivy-It, as follows:

“The applicant/owner shall provide faux vines, such as Ivy-It, along the outside of the screen wall in order to prevent graffiti. The applicant/owner is responsible for the maintenance and routine maintenance at least twice a year to ensure the vines are in good condition”.

Access

Access to the ground equipment is located on the northern side of the screen wall with an open view metal gate. The access metal open view gate is visible from Folsom Boulevard which is in conformance with Crime Prevention Through Environmental Design or CPTED method to provide visibility for police and security.

Conditional Use Permit Findings

The approving authority may approve a Conditional Use Permit (Amendment) if all of the following findings can be found:

1. ***Finding:*** *The site size, dimensions, location, topography, and access are adequate for the needs of the proposed use, considering the proposed building mass, parking, traffic, noise, vibration, exhaust/emissions, light, glare, erosion, odor, dust, visibility, safety, and aesthetic considerations.*

Evidence: The proposed project is located within the Folsom Boulevard Specific Plan Commercial Mixed Use zoning district with surrounding commercial uses. The proposed clock cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907020.(D) and (G) which includes setbacks, height requirements, future collocation users, distance requirements for antennas and power lines, and tower design. The proposed telecommunication tower is camouflaged in the design of a clock tower. The proposed ground area that includes ground equipment and emergency generator is surrounded by an 8 foot high masonry wall. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

2. ***Finding:*** *The negative impacts of the proposed use on adjacent properties and on the public can be mitigated through application of other code standards or other reasonable conditions of approval.*

Evidence: The proposed telecommunication tower is camouflaged in the design of a clock tower. The camouflage telecom tower reduces the visual impact on the environment by blending in with the natural or urban landscape. The ground equipment is screened by a proposed 8 foot high wall and is conditioned to include vines. The colors and materials are consistent with the surrounding area.

3. ***Finding:*** *All required public facilities have adequate capacity to serve the proposal*

Evidence: The site location includes existing utilities that will be utilized for the proposed telecommunication tower. The site includes existing pavement and access to the site. Required public facilities have the capacity to serve the proposal.

4. ***Finding:*** *The project meets the requirements of the zoning code including development standards, design guidelines, and special use provisions.*

Evidence: The proposed clock cellular telecommunication tower design meets the Zoning Ordinance Telecommunication tower development standards Section 23.907.020.(D) and (G) which includes setbacks, height requirements, space for future collocation users, distance requirements for antennas and power lines, and the tower is camouflaged in the design of a clock tower. The camouflage telecom tower reduces the visual impact on the environment by blending in with the natural or urban landscape. The ground equipment is screened by a proposed 8 foot high wall. The colors and materials are consistent with the surrounding area. The applicant submitted additional information to include coverage maps and alternative designs for review. The size, location, topography, and access are adequate for the needs of the proposed use.

5. ***Finding:*** *If structures and site plans are considered nonconforming, the elements of a project that are nonconforming have been brought to compliance with the zoning code, where feasible.*

Evidence: The proposed telecommunication tower is new and meets all the zoning district setback and height requirements and telecommunication tower development standards. Therefore, there are no elements of the project that are nonconforming.

FISCAL ANALYSIS OF PROJECT

The City anticipates that this project will provide additional revenues from temporary construction jobs.

ENVIRONMENTAL

The proposed project is categorically exempt under Section 15303 (New Construction or Conversion of Small Structures) of the California Environmental Quality Act Guidelines.

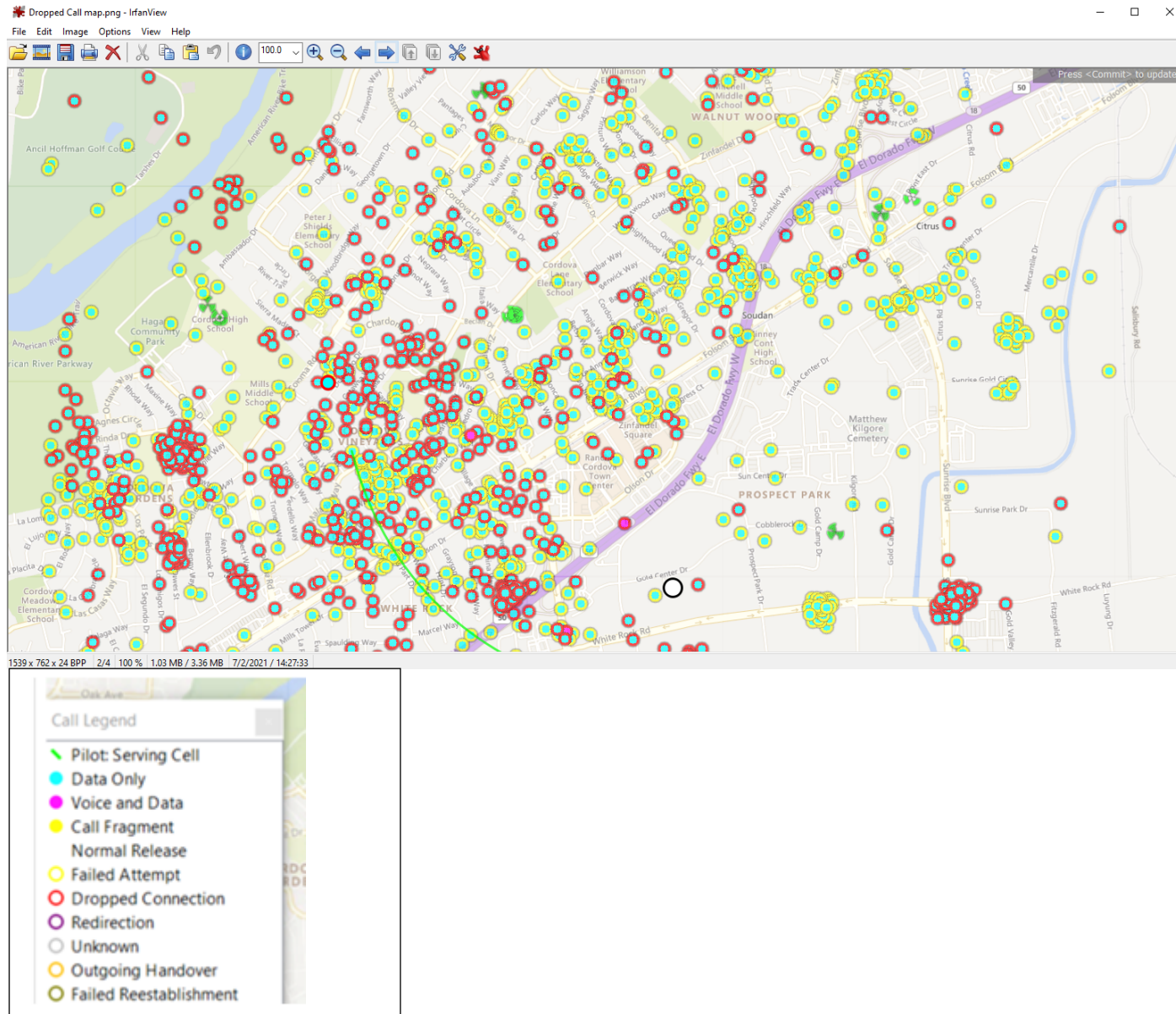
RECOMMENDED MOTIONS

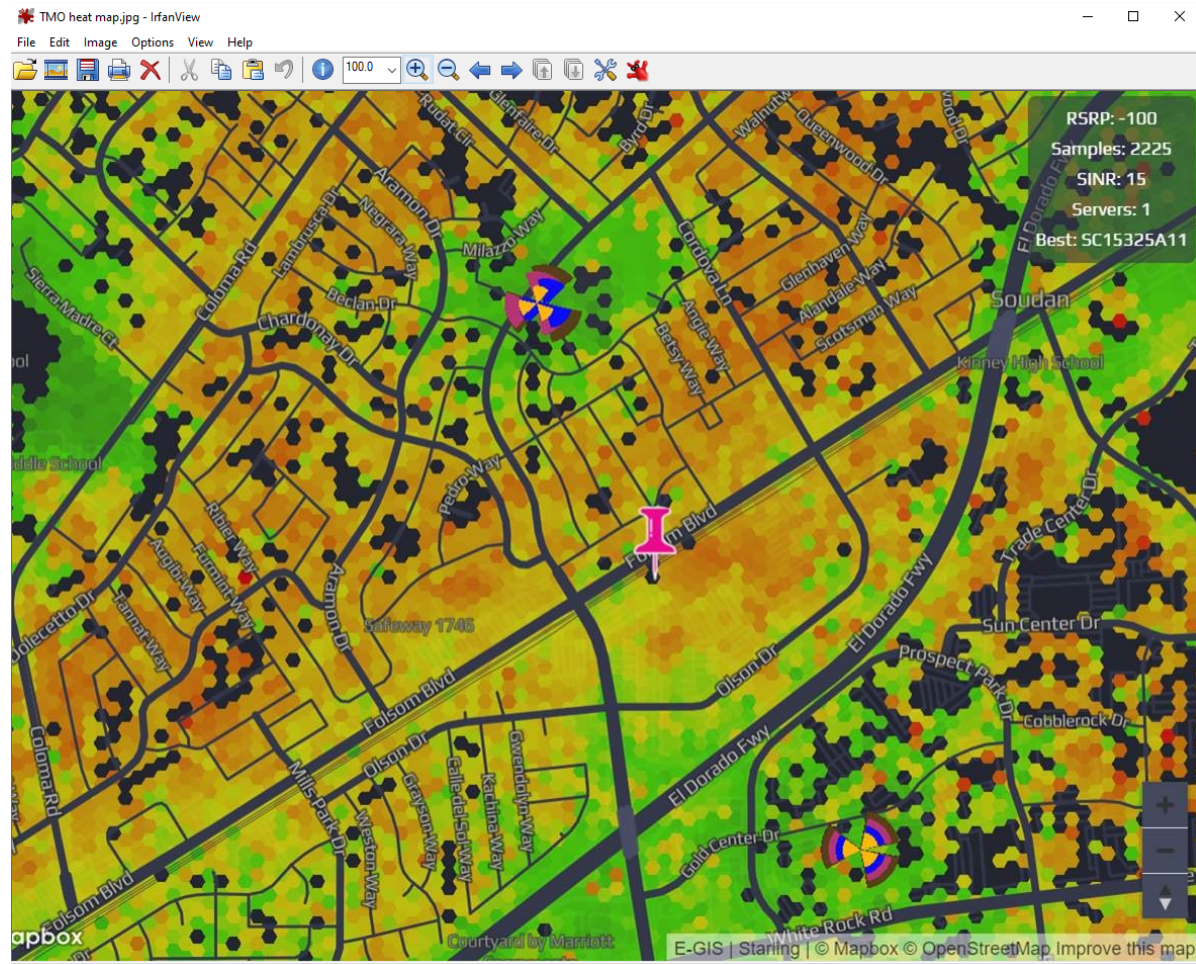
Staff recommends that the City Council find the project to be in compliance with the California Environmental Quality Act (CEQA) as exempt pursuant to CEQA Guidelines Section 15303 and adopt the Resolution approving the Eco Site II, Cellular Telecommunications Tower Facility Conditional Use Permit DD10018, subject to the findings, Project Plans (Attachment 2) and Conditions of Approval (Attachment 3).

ATTACHMENT(S)

1. Resolution
2. Exhibit A to the Resolution - Project Plans and Coverage Maps
3. Exhibit B to the Resolution - Conditions of Approval
4. Ivy-It information
5. 500' Radius Map and Labels

Dropped Call Map for 1 week.





Green area is Good Coverage

Orange area is Weak Coverage

KEY MAP

NEW VERTICAL BRIDGE
8' CMU WALL
COMPOUND WITH 50'
HIGH CELL TOWER



VIEW 2

VIEW 1





NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN



NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN

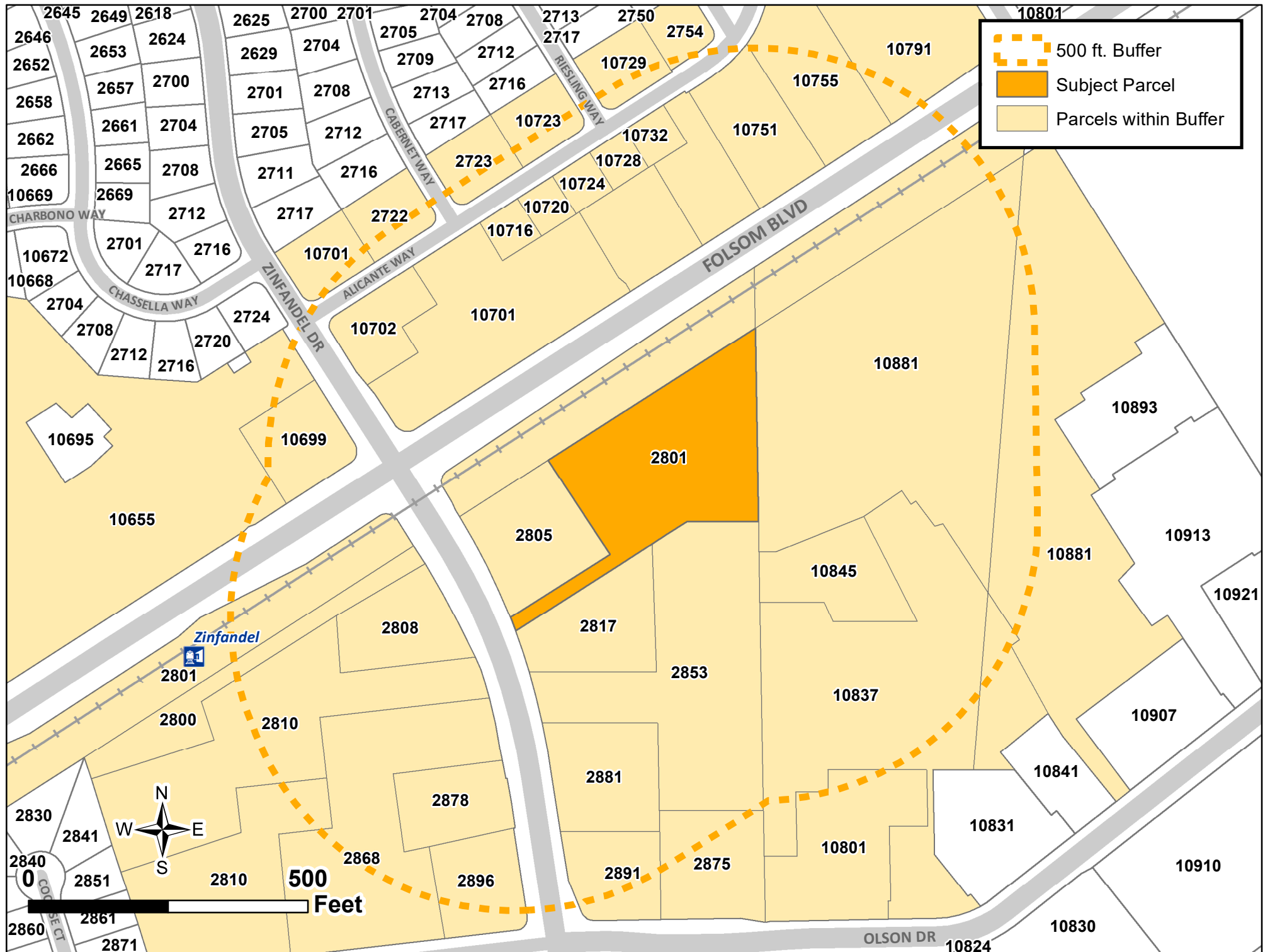




NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN



NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN



ITEM 11.1.

072-0330-062-0000
2875 ZINFANDEL LLC
4441 E VALLEY GATE DR
ANAHEIM CA 92807

072-0330-002-0000
AJ HERITAGE PROPERTIES
INCORPORATED
PO BOX 8899
STOCKTON CA 95208

072-0330-006-0000
ATALE LLC
46228 WARM SPRINGS BLVD 404
FREMONT CA 94539

057-0254-009-0000
BRANCH KAREN R
10790 BASIE WAY
RANCHO CORDOVA CA 95670

057-0240-033-0000
CURRENT OCCUPANT
10655 FOLSOM BLVD
RANCHO CORDOVA CA 95670

057-0252-004-0000
CURRENT OCCUPANT
10701 ALICANTE WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10709 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0254-009-0000
CURRENT OCCUPANT
10720 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0254-006-0000
CURRENT OCCUPANT
10732 ALICANTE WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10751 FOLSOM BLVD # A
RANCHO CORDOVA CA 95670

057-0240-033-0000
AGREE CENTRAL LLC(WALMART)
70 E LONG LAKE RD
BLOOMFIELD HIL MI 48304

072-0330-003-0000
ALBORADO INVESTMENT LLC
616 ARBOLADO DR
FULLERTON CA 92835

057-0294-007-0000
AUTOZONE INC
PO BOX 2198
MEMPHIS TN 38101

072-0330-016-0000
CHOY FAMILY TRUST
277 7TH AVE
SAN FRANCISCO CA 94118

057-0240-034-0000
CURRENT OCCUPANT
10695 FOLSOM BLVD
RANCHO CORDOVA CA 95670

057-0254-023-0000
CURRENT OCCUPANT
10701 FOLSOM BLVD
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10715 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0253-003-0000
CURRENT OCCUPANT
10723 ALICANTE WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10743 ALICANTE WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10751 FOLSOM BLVD # B
RANCHO CORDOVA CA 95670

ATTACHMENT 7

072-0330-063-0000
AHN INVESTMENTS INC/ETAL
3140 GOLD CAMP DR STE 150
RANCHO CORDOVA CA 95670

057-0291-013-0000
ASHKAN AZARKEYVAN/MAHDIS
ABADIAN REV 2015 TRUST
8520 ROYALL OAKS DR
GRANITE BAY CA 95746

057-0240-034-0000
BJI INVESTMENTS LLC/KIE
INVESTMENTS LLC
1220 HOWARD AVE STE 216
BURLINGAME CA 94010

057-0294-004-0000
CONRAD ETHAN
1300 NATIONAL DR STE 100
SACRAMENTO CA 95834

057-0240-020-0000
CURRENT OCCUPANT
10699 FOLSOM BLVD
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10708 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0254-010-0000
CURRENT OCCUPANT
10716 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0254-007-0000
CURRENT OCCUPANT
10728 ALICANTE WAY
RANCHO CORDOVA CA 95670

057-0294-004-0000
CURRENT OCCUPANT
10751 FOLSOM BLVD
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10751 FOLSOM BLVD # C
RANCHO CORDOVA CA 95670

ITEM 11.1.

057-0294-006-0000
CURRENT OCCUPANT
10755 FOLSOM BLVD
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10805 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10819 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10825 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10835 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10849 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10855 OLSON DR
RANCHO CORDOVA CA 95670

072-0280-093-0000
CURRENT OCCUPANT
10881 OLSON DR
RANCHO CORDOVA CA 95670

057-0253-004-0000
CURRENT OCCUPANT
2723 CABERNET WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2770 DON JUAN DR
RANCHO CORDOVA CA 95670

057-0294-007-0000
CURRENT OCCUPANT
10791 FOLSOM BLVD
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10813 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10821 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10827 OLSON DR
RANCHO CORDOVA CA 95670

072-0280-094-0000
CURRENT OCCUPANT
10837 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10851 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10857 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2720 RIESLING WAY
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2723 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2776 DON JUAN DR
RANCHO CORDOVA CA 95670

ATTACHMENT 7

072-0280-082-0000
CURRENT OCCUPANT
10801 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10815 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10823 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10829 OLSON DR
RANCHO CORDOVA CA 95670

072-0280-073-0000
CURRENT OCCUPANT
10845 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10853 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
10875 OLSON DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2721 RIESLING WAY
RANCHO CORDOVA CA 95670

057-0291-013-0000
CURRENT OCCUPANT
2754 MENDONCA DR
RANCHO CORDOVA CA 95670

072-0330-001-0000
CURRENT OCCUPANT
2800 ZINFANDEL DR
RANCHO CORDOVA CA 95670

ITEM 11.1.**ATTACHMENT 7**

CURRENT OCCUPANT
2800 ZINFANDEL DR STE A
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2800 ZINFANDEL DR STE B
RANCHO CORDOVA CA 95670

072-0210-070-0000
CURRENT OCCUPANT
2801 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2801 ZINFANDEL DR # 1
RANCHO CORDOVA CA 95670

072-0330-063-0000
CURRENT OCCUPANT
2805 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-003-0000
CURRENT OCCUPANT
2808 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2808 ZINFANDEL DR # A
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2808 ZINFANDEL DR # B
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2808 ZINFANDEL DR # C
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2808 ZINFANDEL DR # D
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2808 ZINFANDEL DR # E
RANCHO CORDOVA CA 95670

072-0330-002-0000
CURRENT OCCUPANT
2810 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-018-0000
CURRENT OCCUPANT
2817 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2820 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2821 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2823 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2824 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2825 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2827 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2828 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2829 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2830 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2831 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2832 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2833 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2836 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2839 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2840 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-061-0000
CURRENT OCCUPANT
2853 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2855 ZINFANDEL DR
RANCHO CORDOVA CA 95670

ITEM 11.1.

CURRENT OCCUPANT
2859 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-062-0000
CURRENT OCCUPANT
2875 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2878 ZINFANDEL DR # B
RANCHO CORDOVA CA 95670

072-0330-007-0000
CURRENT OCCUPANT
2896 ZINFANDEL DR
RANCHO CORDOVA CA 95670

057-0240-020-0000
JEAN M SIMON IRREVOCABLE
TRUST/ETAL
850 BUTTERNUT DR
SAN RAFAEL CA 94903
057-0254-022-0000
OK PROGRAM
10702 ALICANTE WAY
RANCHO CORDOVA CA 95670

072-0210-070-0000
SAC-PLCRVLE TRANSPORTATION CORR
JOINT POWERS AUTHO
PO BOX 2110
SACRAMENTO CA 95816
057-0294-006-0000
SUZANNE HERSKOVIC PONDER LIVING
TRUST
2525 E EL SEGUNDO BLVD
EL SEGUNDO CA 90245
057-0252-003-0000
TIRZIU VALENTINA/VALENTIN
2722 CABERNET WAY
RANCHO CORDOVA CA 95670

057-0252-004-0000
WU JORGE L
120 WATERBORO SQ
FOLSOM CA 95630

CURRENT OCCUPANT
2863 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-006-0000
CURRENT OCCUPANT
2878 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-021-0000
CURRENT OCCUPANT
2881 ZINFANDEL DR
RANCHO CORDOVA CA 95670

057-0253-003-0000
DICKSON LIVING TRUST
6233 COLE AVE
CARMICHAEL CA 95608

057-0254-008-0000
LOGAN LYNETTE
10724 ALICANTE WAY
RANCHO CORDOVA CA 95670

072-0280-073-0000
RANCHO CORDOVA PROP HOLDCO LLC
PO BOX 3666
OAK BROOK IL 60522

072-0280-005-0000
SOUTHERN PACIFIC TRANSPORTATION
1400 DOUGLAS ST 1640
OMAHA NE 68179

057-0254-007-0000
TADHG/BERNADETTE CANNIFFE
REVOCABLE TRST
123 DWIGHT RD
BURLINGAME CA 94010
072-0330-018-0000
UONG 1995 TRUST
PO BOX 1835
MILL VALLEY CA 94942

ATTACHMENT 7

072-0330-005-0000
CURRENT OCCUPANT
2868 ZINFANDEL DR
RANCHO CORDOVA CA 95670

CURRENT OCCUPANT
2878 ZINFANDEL DR # A
RANCHO CORDOVA CA 95670

072-0330-016-0000
CURRENT OCCUPANT
2891 ZINFANDEL DR
RANCHO CORDOVA CA 95670

072-0330-021-0000
GENE WONG FAMILY TRUST/CREDIT
TRUST C/ETAL
2200 DOUGLAS BLVD STE 125
ROSEVILLE CA 95661
057-0254-010-0000
NARGIS NURUN N/MD ABDUL MOMEN
175 ARBUCKLE AVE
FOLSOM CA 95630

057-0254-023-0000
RANCHO WG YNC LLC(WALGREEN
CO)/ETAL
5800 SAINT PAUL CT
OAKLAND CA 94618
072-0330-007-0000
SUPERIOR GAS & CONVENIENCE STORE
1556 BELL AVE
SACRAMENTO CA 95838

072-0280-097-0000
TARGET CORPORATION
PO BOX 9456
MINNEAPOLIS MN 55440

057-0255-003-0000
WALKER WILLIAM
10729 ALICANTE WAY
RANCHO CORDOVA CA 95670

ITEM 11.1.

ATTACHMENT 7

SACRAMENTO SANITATION DISTRICT
10060 GOETHE ROAD
SACRAMENTO CA 95827

SACRAMENTO REGIONAL COUNTY
SANITATION DISTRICT
10060 GOETHE ROAD
SACRAMENTO CA 95827

SACRAMENTO COUNTY WATER
AGENCY
10151 FLORIN ROAD
SACRAMENTO CA 95829

PG&E
2730 GATEWAY OAKS DRIVE
SACRAMENTO CA 95833

PG&E
343 SACRAMENTO STREET
AUBURN CA 95603

SMUD
6301 S STREET MS B304
SACRAMENTO CA 95817

SMUD
6301 S STREET MS B304
SACRAMENTO CA 95817

SMUD
6301 S STREET MS B404
SACRAMENTO CA 95817

SACRAMENTO METROPOLITAN FIRE
10545 ARMSTRONG AVE STE 310
MATHER CA 95655

FOLSOM CORDOVA UNIFIED SCHOOL
DISTRICT
1965 BIRKMNT DRIVE
RANCHO CORDOVA CA 95742

GOLDEN STATE WATER
3005 GOLD CANAL DRIVE
RANCHO CORDOVA CA 95670

CITY OF RANCHO CORDOVA
2729 PROSPECT PARK DR
RANCHO CORDOVA CA 95670

Eco Site II Cellular Telecommunication Tower

Rancho Cordova City Council

June Cowles, Senior Planner
August 2, 2021

Project Request

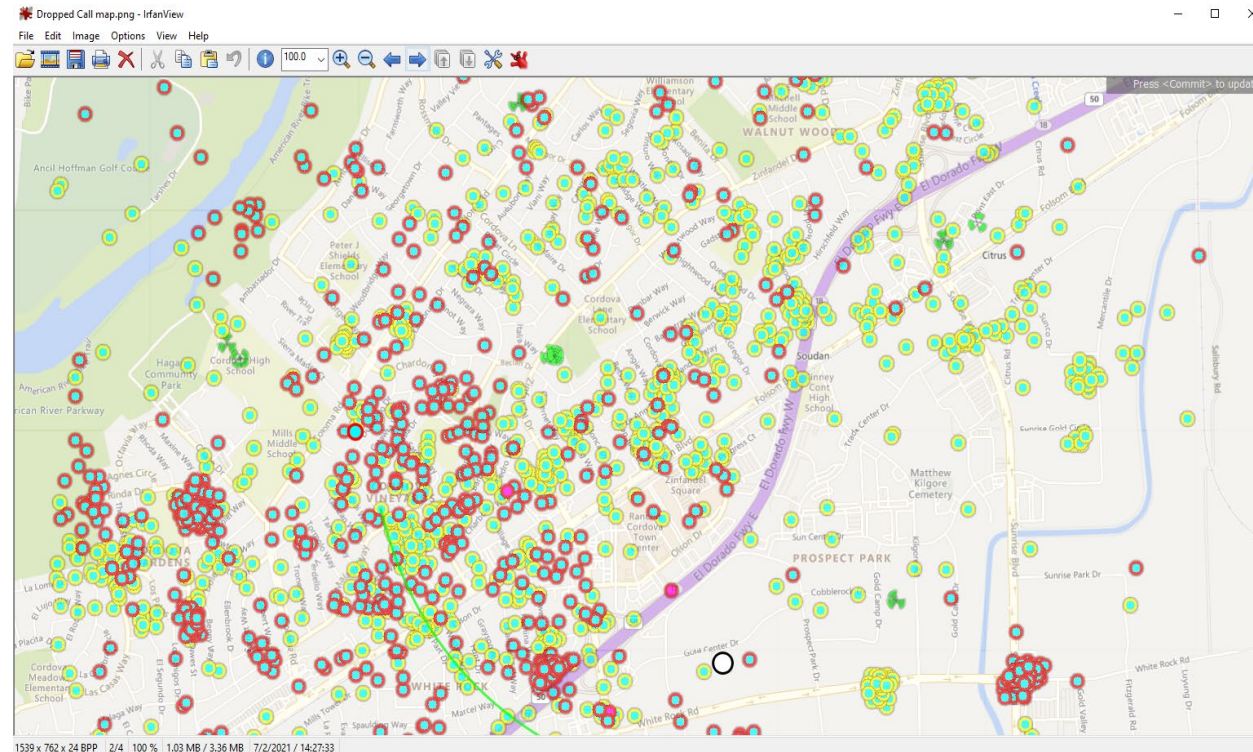
The applicant is requesting a Conditional Use Permit for the development of a 50 foot high Telecommunication Tower that includes the following:

- The telecommunication 50 foot high tower.
- Installation of new lines and antennas
- 1,130 square foot area with ground equipment surrounded by an 8 foot high masonry wall.



The project was continued due to the City Council's request for additional information and design concerns as follows:

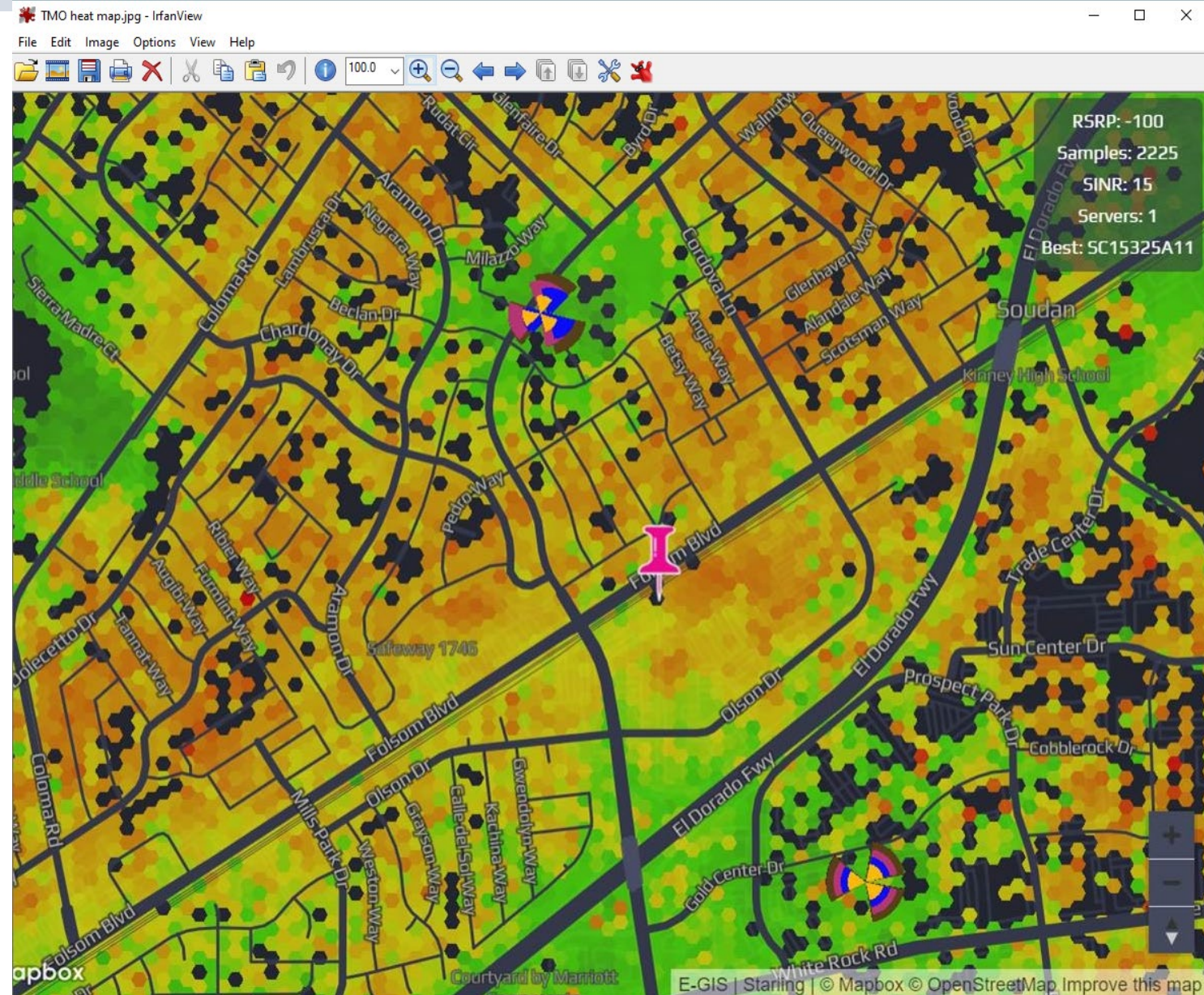
1. Additional Information regarding coverage and quality improvements within the areas along Zinfandel Drive and Folsom Boulevard.



The Red outline circles indicate dropped connection.
The Yellow outline circles indicate failed attempt

Green area is Good Coverage

Orange area is Weak Coverage



2. An additional cell tower design that features a placemaking monument to the City.

- Silhouettes of people located around the enclosure wall. Reference to people gathering to the area.
- The words “Rancho Cordova”
- Top border with a skyline of buildings. The outline of buildings on the proposed cell tower is shown as an example.
- Relocated the entry gate to the enclosed area to the southern side (away from Folsom Boulevard).









VIEW 2 - AFTER



NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER
MODERN DESIGN





NEW VERTICAL BRIDGE
8' CMU WALL COMPOUND
WITH 50' HIGH CELL TOWER

Staff recommends that the City Council find the project as follows:

That City Council find the project compliant with the California Environmental Quality Act (CEQA) as exempt pursuant to CEQA Guidelines Section 15303; and

If City Council requests additional design revisions, a condition can be added that reflects the revisions and the applicant will work with staff to finalize the design; and

Adopt the Resolution approving the Eco Site II, Cellular Telecommunications Tower Facility Conditional Use Permit DD10018, subject to the findings, Project Plans (Attachment 2) and Conditions of Approval (Attachment 3).

Questions???

MEMORANDUM



ITEM 12.1.

DATE: August 2, 2021
TO: Honorable Mayor and Council Members
FROM: Amanda Norton, Economic Development Manager
SUBJECT: **UPDATE AND DIRECTION ON WORKFORCE RECOVERY
PROGRAM NOTICE OF FUNDING AVAILABILITY PROPOSALS
RECEIVED**

RECOMMENDATION

Staff to introduce and provide an update on the proposals received from the Workforce Recovery Program Notice of Funding Availability (NOFA), and funding recommendations for Council consideration.

RESULT OF RECOMMENDED ACTION

City Council will receive a summary of Workforce Recovery Program proposals with funding recommendations for Council consideration. Upon receiving City Council feedback and recommendations, staff will return on August 16, 2021 with contracts for approval.

BACKGROUND

City Council held visioning sessions in January and February of 2021 to discuss potential initiatives to fund using the tax proceeds from Measure R. Measure R was passed by the voters in November 2020. One of the expected outcomes from the use of Measure R is to "create resilient jobs and workforce development." In response to the City Council's vision, staff drafted the Workforce Recovery Program Notice of Fund Availability (NOFA). The received proposals are looking to offer a wide array of training opportunities to the residents of Rancho Cordova. With more residents having access to training that will allow them to continue in their chosen career path or embark on a new career path, the new skills will likely change the economic trajectory of their household.

The application period for Workforce Recovery Program NOFA opened on May 21, 2021 and closed on July 18, 2021. Staff received nine (9) programs in response to the NOFA, of which six (6) are being considered for funding.

Staff has reviewed each application according to the application criteria listed in the NOFA.

Staff also had two (2) members of the Rancho Cordova Business Action Team review the proposals. This is the first time a workforce program is proposed to be funded by the City of Rancho Cordova and staff were looking for innovated programs that had been previously offered with success. Staff will present on all proposals under consideration for funding.

FISCAL IMPACT AND FUNDING SOURCE

The Workforce Recovery Program are budgeted to funded from the sales tax proceeds from Measure R.

ATTACHMENT(S)

1. Workforce Development - NOFA 1
2. Council Presentation 8.2.21
3. Coursera Proposal and Attachments
4. DP Global Solutions, LLC
5. FCCP - City of Rancho Cordova Workforce Recovery Program Grant Proposal 2021
redacted financials
6. GeneralAssembly+RanchoCordova_WorkforceRecoveryProgramProposal
7. Udacity Proposal - Workforce Recovery Program - City of Rancho Cordova
8. Workforce Recovery Program Proposal - Women in Data

NOTICE OF FUNDING AVAILABILITY

Workforce Recovery Program

Economic Development Department

City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Proposals Due by June 18, 2021 at 12:00 p.m. (PDT)

INTRODUCTION

Key elements that lead to economic prosperity include high performing businesses, serviced by a highly skilled workforce, prepared through targeted training programs, and dynamic education systems.

The purpose of the Workforce Recovery Program is to increase access to career pathways programs and help Rancho Cordova residents with barriers to employment enter the workforce in skilled occupations. The funds may be directed towards providing support for individuals who have been impacted by COVID-19.

City of Rancho Cordova is accepting proposals from qualified applicants that provide workforce development programs to the residents of Rancho Cordova in accordance with the included specifications, terms, and conditions shown in this Notice of Funding Availability (NOFA). The City has approximately \$500,000 - \$1 million available that may be committed to one or more qualified projects. This NOFA is being released to identify experienced and eligible workforce development applicants wishing to provide services to the residents of Rancho Cordova. Prospective applicants are advised to read this information carefully prior to submitting a proposal.

Applicants must submit one signed electronic version by email to Amanda Norton, City of Rancho Cordova Economic Development Manager at anorton@cityofranchocordova.org, by 12:00 pm on June 18, 2021. Proposals shall mark the subject line of the email: Workforce Recovery Program Proposal.

Proposals shall not be accepted by fax or as a physical copy.

QUESTIONS

Questions regarding this NOFA are to be directed by e-mail to Amanda Norton, Economic Development Manager, at anorton@cityofranchocordova.org. Such contact shall be for clarification purposes only. The City must receive all questions no later than June 2, 2021. Questions and answers will be posted to the City's website by the end of the day on June 7, 2021. Material changes, if any, to the scope of services or proposal procedures will only be transmitted by written addendum and posted to the City website: cityofranchocordova.org/WorkforceNOFA.

Applicants may reply only upon written information and/or instructions from the City. The City shall not be responsible for any oral information from third parties.

To maintain a fair and equal process for all Applicants, upon receipt of this NOFA, Applicants (or their designated agents) shall not directly or indirectly contact any Council member or other City staff, other than the person identified in the NOFA, for meetings, conferences or technical discussions that are related to the NOFA. Unauthorized contact of any Council member or other City staff may be cause for immediate disqualification from the process.

- 1 -

Background

Attend a kick-off meeting to finalize the schedule, address any final questions or process items prior to commencement of work, and provide City with data request list detailing all GIS data and documents the consultant believes is necessary to successfully complete the CAP.

The voters of Rancho Cordova voted in a half cent sales tax measure to assist with economic relief and recovery. Funding is being made available to directly support a workforce development program that will provide employment training and job placement services for Rancho Cordova residents that have been unemployed, underemployed, or looking to change career path. The allocation of funding will allow the City of Rancho Cordova to financially support workforce programs and employment activities to create a Workforce Recovery Program to serve Rancho Cordova jobseekers, as well as those who may have been harmed by the COVID-19 crisis.

Establishing a Workforce Recovery Program will assist the City of Rancho Cordova by:

- Providing immediate employment services and resources for adults in Rancho Cordova who are unemployed, underemployed or looking to change career paths; those who lack transportation, childcare, or educational attainment, those who need job coaching or case management services, and other supportive services to aid jobseekers in securing employment;
- Increasing the number of trained and skilled workers that were left unemployed, underemployed, or seeking a change in careers due to the COVID-19 crisis;
- Creating competitive candidates for local employers to access and employ;
- Upskilling and reskilling training opportunities in high-demand industries and occupations;
- Improving job placement rates by securing employment opportunities for dislocated workers;
- Increasing the number of employed residents generating income that produces economic sustainability for themselves, their families and their communities;
- Providing direct job placement or internship opportunities for adult job seekers.

Under this NOFA, financial assistance may be provided for a variety of workforce development programs to meet the needs of Rancho Cordova residents. The total value of the financial commitment is approximately \$500,000 - \$1 million dollars, which is expected to fund multiple projects.

Requirements

To be eligible, applicant shall submit a proposal outlining how the applicant will utilize funding to provide workforce development services to community members, households, and/or those affected by the COVID-19 pandemic.

The City anticipates that there will be a variety of responses bringing forth a range of program ideas. These ideas will be evaluated on how they address impacts to households and individuals in Rancho Cordova.

The services may be provided as part of the range of services provided by the applicant. The scope of work below outlines a potential framework, but applicants may have different program concepts for the City to consider.

Applicants may request funds under more than one category. Applicants requesting funds under more than one category are required to submit a separate proposal for each category. Eligible expenses cannot be duplicated across proposals.

Applications can address one, some, or all of the following:

- Provides comprehensive, holistic and metrics-based employment services that targets jobseekers.
 - o Program focuses on adult jobseekers that were directly unemployed or underemployed, displaced, or may have been laid-off because of the COVID-19 crisis.
 - Has staff capacity to administer proposed program, ability to complete all workforce services.
 - Program connects to the larger workforce ecosystem in Rancho Cordova and the Region.
 - Linkage to supportive services; addresses barriers to employment.
 - o Implements a data-driven workforce program or project that executes strategic employment services leading to job placements, paid internships, or apprenticeship opportunities.

ITEM 12.1.

ATTACHMENT 1

- o Workforce training and job placement in high-demand occupations and industries that meets the needs of employers in Rancho Cordova and the Region.
- o Employer engagement and job placement capacity.
- Pre-apprenticeship training program and placement services.
 - o Provides a broad range of practical job and life-skills to enhance participants' essential employment skills and provide hands-on occupational skills that include the attainment of industry recognized certificates that lead to entry into a Registered Apprenticeship (RA), community college career training programs, or high-quality employment leading to family-sustaining wages.
 - o Applicant will provide a broad range of practical job and life-skills to better equip participants to succeed in their education and career endeavors. Services shall enhance participants essential employability skills and provide hands-on occupational skills that include the attainment of industry recognized certificates that lead to the entry into a Registered Apprenticeship (RA), community college career training programs or high-quality employment leading to family-sustaining wages.
 - o Fund pre-apprenticeship Construction Training Program and Placement Services projects that fill critical workforce skills gaps by creating opportunities for jobseekers to gain exposure to a broad range of occupations in the building trades, receive hands-on training, and enter industry recognized credentials leading to entry into apprenticeship, post-secondary Career Technical Education (CTE) programs, or direct employment in Construction or Energy efficiency sectors.
 - o Applicant must have knowledge and experience around national and state best practices and state of the art technology-based approaches to education and training to offer resources to participants. Applicant should leverage existing best practices and help develop tools to serve the residents.

All proposed projects must adhere to the following minimum requirements:

To be eligible:

- Documented success providing services that are the same or similar to those requested in this NOFA.
- Demonstrated connection with employers in the building trades, the technology sector, or in other high demand industries and occupations.
- Demonstrated experience in collaboration and coordinating program services with other community organizations.
- A successful applicant will provide linkages between workforce development, education, social services, other serving organizations, and the business community.
- Must be an individual or organization that will provide employment and training services to dislocated and unemployed residents within the City of Rancho Cordova boundaries, that were recently laid-off, underemployed, looking to change career paths, or unemployed. There will be a particular focus on organizations that can describe extensive experience in employment training and/or job placement activities, outlining in detail past programing completion and/or success rates.
- If an applicant is a non-profit corporation, the organization must provide evidence of tax-exempt status pursuant to Section 501(c)(3) of the Internal Revenue Code.
- If an applicant is an organization, the organization must have been in existence for at least one full year prior to March 1, 2020 and be able to provide budget and program information beginning March 1, 2019, if requested.
- Applicants cannot discriminate in violation of any state or federal law, including laws that prohibit discrimination based on race, color, sex, creed, religion, national origin, age, marital status, ancestry, medical condition, disability (including HIV and AIDS), sexual orientation, or gender identity.
- Applicants must meet the City's requirements for general liability insurance (\$1 million per occurrence). Proof of insurance must be provided prior to executing a grant agreement.
- Other Administrative Requirements:
 - o All applicants must be able to report and track the impacts individuals and households have experienced due to the COVID-19 public health crisis. Monthly reports will be required showing number served, number and type of services administered, geographic and demographic information for those served.
 - o In addition, a final report will be required containing a summary of the process, findings, outcomes, lessons learned and best practices, how the assistance provided aided the individuals and households and recommendations for future assistance efforts.
 - o Since the range of needs is broad, one or more proposals may be awarded under this NOFA.

The following guidelines are provided for standardizing the preparation and submission of proposals. The intent is to assist applicants in the preparation of their submissions and to assist the City by simplifying the review process providing standards for comparison of submissions.

Statements submitted in response to this NOFA shall include a complete response to the requirements in this section in the order presented. Statements should be a straightforward delineation of the applicant's capability to satisfy the intent and requirements of this NOFA and should not contain redundancies and conflicting statements.

Proposals shall be a single pdf document, not greater than 30 MB in file size, no more than 25 pages in length, with easy-to-read font size and style. Pages shall be numbered, and section headings should separate and identify the response items described below.

Applicants must submit one signed electronic version by email to Amanda Norton, City of Rancho Cordova Economic Development Manager at anorton@cityofranhocordova.org, by 12:00 pm on June 18, 2021. Application submittals shall mark the subject line of the email: Workforce Recovery Program Proposal.

Proposals shall contain the following information in the order listed:

1. Introductory Letter

The introductory letter should be addressed to:
Amanda Norton, Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

The letter should state the prime organization and include the organization's name, mailing address, telephone number, and contact name. The applicant shall provide a brief description that includes:

- A summary of the applicant's understanding of the City's goals and objectives and how the applicant's proposal would achieve those objectives. This summary should reflect the applicants' project understanding and summarize critical issues, challenges, milestone tasks, and appropriate resourcing.
- Clearly describe the applicant's experience administering workforce development employment and training programs. Discuss past performance results for workforce development programs. Provide examples of applicant's ability to deliver workforce development programs.
- If the applicant is an organization, the applicant shall also identify the year the organization was established, the total number of employees, and the total number of employees that will be working on the proposed program. The applicant must provide a financial reference or annual report, and a gross/net revenue report for the last two fiscal years.
- Detailed budget narrative and itemized funding request.
- A minimum of three references from entities for which the applicant completed a project of similar size and complexity. At least one reference from a local government entity is preferred. The applicant must provide the following information for each reference: entity name; primary contact's address, phone number, and email address; reference's industry; description of the services provided, dates of service, contract term, and total dollar value of the contract or grant.
- If the applicant is a non-profit corporation, evidence of tax-exempt status pursuant to Section 501(c)(3) of the Internal Revenue Code.
- If applicant is a business or non-profit entity, a copy of current business license from the City of Rancho Cordova.
- Letter must be signed by an authorized officer of the organization. The primary organization is responsible for answering any questions relevant to the proposal and has lead responsibility relative to the project development and operation as relates to any City funding commitment.

2. Table of Contents

The applicant shall insert a table of contents denoting Sections 3 through 9 of the proposal as indicated below and any appendices included.

3. Qualifications and Experience

Provide a narrative statement describing all entities responsible for the development and management of the project (including service providers if applicable), including the following:

ITEM 12.1.

ATTACHMENT 1

- a. A description of each firm relevant to the project's development, and management. Include information on each firm's role in the project, and experience working together on previous projects. Also, note which firm will be the project lead.
- b. Identify key staff, including brief resumes that include length of time providing such services and contact information (including location, phone and e-mail address). The proposal should indicate each team member's responsibility for project tasks. Identify the lead person who will be the primary liaison.
- c. For each nonprofit organization involved in the project, provide nonprofit name, incorporation date and place, affiliated organizations, IRS tax status, annual budget, and major sources of funding.
- d. For each entity, the proposal shall include a list of jurisdictions and projects similar to the one proposed in which the entity has provided such services in the past 5 years. Projects included shall include the client's name and location. At least five examples of recent, relevant projects shall be provided. For firms, the list should include the name of the jurisdiction, contact person, phone number, and the approximate amount of funding received. Respondent must have no record of unsatisfactory performance with the City or with any other jurisdictions the respondent has contracted with or received funding from. References may be contacted as a part of the selection process and will be asked to comment on work quality and performance.

4. Project Description

Provide the following information:

- a. Name of project.
- b. Project Design
 - a. Describe in detail your strategies for engaging, recruiting, enrolling and serving job seekers. Describe innovative ways in which you will outreach to individuals.
 - b. Description of the population served. Include demographic, social, academic and other elements to demonstrate your working knowledge of the populations and communities you propose to serve.
 - c. Describe the intake process, including collection of basic information from potential clients, informing potential clients of available services in your organization or elsewhere, and determination of client suitability for program services.
 - d. Describe the programs model of service delivery – cohorts, open entry-open exit, one on one mentoring. Trainees outplaced with employers, etc. Describe the process for developing and managing individualized employment plans with job seekers.
 - e. Describe strategies that will be utilized to ensure individuals obtain the skills needed to obtain and retain employment.
 - f. Describe your follow-up strategies and how they will enhance training completion rates, job retention, and growth towards career pathways.
 - g. Describe strategies utilized for employer engagement, employment referrals, and job placement services. Describe the specific roles these employers will play in your program.
- c. Past Performance and Planned Outcomes
 - a. Describe your experience implementing workforce development employment and training services program over the past 2 years. Identify performance measures, results, along with other key benchmarks and outcomes such as: total served, total placements, percent of positive exits.
 - b. Describe your strategy for monitoring and measuring performance and outcomes.
- d. Partnerships:
 - a. Describe the collaborative partnerships you will use to implement the program. Identify demonstrated connections and existing functional partnerships that will part of this program, such as, alternative education, adult education, and postsecondary institutions including community college, advanced skills training entities, apprenticeship training, four-year colleges and universities, labor organizations, community-based organizations and/or other services.

e. Project Expected Timeline

Applicant shall prepare a table that explains key project timeline milestones achieved to date and/or projected in the future, see template below.

Milestone	Date	Prerequisite Milestone/Contingency

ITEM 12.1.

ATTACHMENT 1

6. Sources and Uses of Funds

Provide detailed Sources and Uses tables which clearly state:

- Each funding source and proposed or committed amount.
- Evidence of funding commitment, for any funds committed.
- A table that identifies sources and uses by funding source.

7. Conflict of Interest Statement

Submit a statement regarding any activities or relationships of the proposer that might create a conflict of interest for the proposer or the City, and, if such activities or relationships exist, a description of the facts, legal implications, and possible effects sufficient to permit the City to appreciate the significance of the conflict and to grant any conflict waiver, if appropriate and necessary.

8. Exceptions

Note any exceptions to the NOFA requirements in their entirety. The City may reject any requests for modifications to the NOFA requirements that were not noted in response to this NOFA.

9. Supportive Information

This section may include graphs, charts, photos, resumes, references, etc. in support of the applicants' qualifications and/or project plan.

NOFA SCHEDULE

The City anticipates the following schedule for reviewing submitted proposals:

NOFA available	May 21, 2021
Deadline for questions	June 2, 2021
Questions/answers posted online	June 7, 2021
Deadline for proposal submissions	June 18, 2021 at 12:00 p.m. (PDT)
Staff review of proposals	June 21-June 24

The City may revise the schedule as needed. Staff may select one or more applicants to recommend that the City Council consider a financial commitment for one or more specific proposals. The timeframe for the recommendation to the City Council will be determined in coordination with the firms(s) selected and staff.

EVALUATION AND SELECTION CRITERIA

Project Selection Process

For projects to be considered for assistance, a proposal consistent with the terms of this NOFA must be submitted. City staff shall review the responses to this NOFA for completeness, evaluate them against the stated criteria and review for recommended action. Staff will select one or more projects to move forward with a recommendation to the City Council regarding a funding commitment.

Proposal Evaluation

Proposals will be evaluated using the categories listed below. The following represent the principal selection criteria, which will be equally weighted for consideration during the evaluation process.

- Specialized Experience and Technical Competence – This will include a review of the applicant's qualifications, experience, and documented capacity in program management and as a fiduciary.
- Performance History – This will include a review of performance history, including, without limitation, competency, responsiveness, cost control, work quality, and the ability to meet schedules and deadlines.
- Quality of Program Design – This will include a review of program design, innovative strategies that will be utilized, staffing plan, and planned performance outcomes.

GENERAL POLICIES

Late Proposals

Proposals arriving after the specified date and time will not be considered, nor will late proposals be opened. Each respondent assumes responsibility for timely submission of its proposal.

Withdrawal or Modifications of Proposals

Any proposal may be withdrawn or modified by a written request signed by the respondents and received by the Economic Development Manager prior to the final time and date for the receipt of proposals.

Proposal Acceptance and Rejection

The City reserves the right to accept any proposal, to reject any and all proposals, and to call for new proposals, or dispense with the proposal process in accordance with the Rancho Cordova Municipal Code.

To maintain a fair and equal process for all Applicants, upon receipt of this NOFA, Applicants (or their designated agents) shall not directly or indirectly contact any Council member or other City staff, other than the person identified in the NOFA, for meetings, conferences or technical discussions that are related to the NOFA. Unauthorized contact of any Council member or other City staff may be cause for immediate disqualification from the process.

Proposal Evaluation and Award

Proposals shall be evaluated by staff. One or more applicants will be selected to move forward with a recommendation to the City Council based on the strength of their proposal.

The Council shall approve any funding commitment after considering the staff recommendation.

All applicants that were not selected by the City shall be notified in writing. Nothing herein shall obligate the City to award a contract or funding to any responding developer.

Waiver of Irregularities

The City retains the right, in its sole discretion, to waive any irregularities in proposals that do not comply with the strict requirements of this NOFA, and the City reserves the right to award a contract to an applicant submitting any such non-compliant proposal, all in the City's sole discretion.

Use of Other Governmental Contracts

The City reserves the right to reject any part or all of any proposals received and utilize other available governmental contracts.

Qualification/Inspection

Proposals shall only be considered from applicants normally engaged in providing the types of products and services specified herein. By responding to this NOFA, the applicant consents to the City's right to inspect the firm's facilities, products, personnel, and organization at any time, or to take any other action necessary to determine applicant's ability to perform. The City reserves the right to reject proposals where evidence or evaluation is determined to indicate inability to perform. The City reserves the right to interview any or all responding applicants and/or to award a funding commitment without conducting interviews.

Federal Requirements

Should any portion of this procurement require the use of Federal funds, all Federal requirements shall apply, and all applicants must consent to each certification and assurance, which will be incorporated into the contract documents.

Performance

It is the intention of the City to acquire products or services as specified herein from an applicant that will give prompt and convenient service.

Term of Agreement

The term of the contract or financial commitment, if awarded, will be for a specific period of time. The City anticipates the financial commitment to be for a term of not more than 12 months, with any extensions at the sole option of the City; the City reserves the right to set the term for a period deemed to be in the best interest of the City.

Service and Support

Applicants shall explain how all on-going services and support will be handled by the firm.

Records

The applicant shall maintain complete and accurate records with respect to labor costs, material expenses, and other such information required by City that relates to the performance of services under any contract or loan agreement. The applicant shall maintain adequate records of services provided in sufficient detail to permit an evaluation of services. All such records shall be maintained in accordance with generally accepted accounting principles and shall be clearly identified and readily accessible and in a form acceptable to the City, which the City may specify and change from time to time. The applicant shall provide free access to the representatives of City or its designees, at reasonable times, to such books and records, shall give City the right to examine and audit said books and records, shall permit City to make transcripts therefrom as necessary, and shall allow inspection of all work, data, documents, proceedings, and activities related to this contract or loan agreement. Such records, together with supporting documents, shall be maintained for City's inspection for a period of at least three (3) years after receipt of final payment.

Public Records

Any and all materials submitted to the City shall become exclusive property of the City, and will become public records subject to the California Public Records Act (Gov't Code sections 6250 et seq., the "Act"). Any application(s) that contain language purporting to render all or a significant portion of the application "Confidential," "Proprietary," "Trade Secret" or a similar designation will be considered a public record in its entirety, subject to disclosure under the Act. Applicants who believe portions of their application are exempt from disclosure under the Act, must mark that specific portion as such, and state the specific provision of the Act which provides the exemption as well as the factual basis for claiming the exemption. The City retains final discretion on what will be disclosed pursuant to the Act, but may, time permitting, provide notice to applicant to seek protection from disclosure by a court of competent jurisdiction.

Agency Discretion, Non-Liability Waivers, and Hold Harmless

The information in this NOFA is intended to provide general information regarding the City Economic Development programs. This information is not intended or warranted to be a complete statement of all of the information the respondents might be required to ultimately provide.

This NOFA does not commit the City to pay any costs incurred in the preparation of a response. The City reserves the right to accept or reject any proposal in part or in its entirety. The City reserves the right to choose any number of qualified proposals. In addition, the City reserves the right to issue written notice to all participants of any changes in the proposal submission schedule or other schedules, should the City determine, at its sole discretion, that such changes are necessary.

Final Authority

The final approval authority rests solely with the City Council of the City of Rancho Cordova.

Workforce Recovery Program

August 2, 2021



Background Information

- A Workforce Recovery Program was discussed as a key initiative to be funded by Measure R
- Initiative goal is to help residents reskill or upskill and assist local businesses find local talent
- 9 Proposals were received from the Notice of Funding Availability (NOFA)
 - CEF received 4 proposals that were sent to Economic Development to review given the nature of the proposals were workforce-related. Three were selected for funding and the qualifications are different than for the proposals received under the Workforce NOFA.
- Previously discussed budget range: \$500,000 to \$1 million

Workforce Recovery Program

Purpose

The purpose of the Workforce Recovery Program is to provide opportunities for our residents who are either unemployed, underemployed, or want to upskill and receive training to be able to compete for higher wage jobs. The Program is designed for residents to be able to take a variety of classes or participate in a program that will enable them to receive a certificate or gather a new skill set which will enable them progress within their current career field or pivot into a new career field.

Being the largest employment hub outside of downtown Sacramento, Program partners will work to connect their resident participants with local employers for job placement or career advancement.

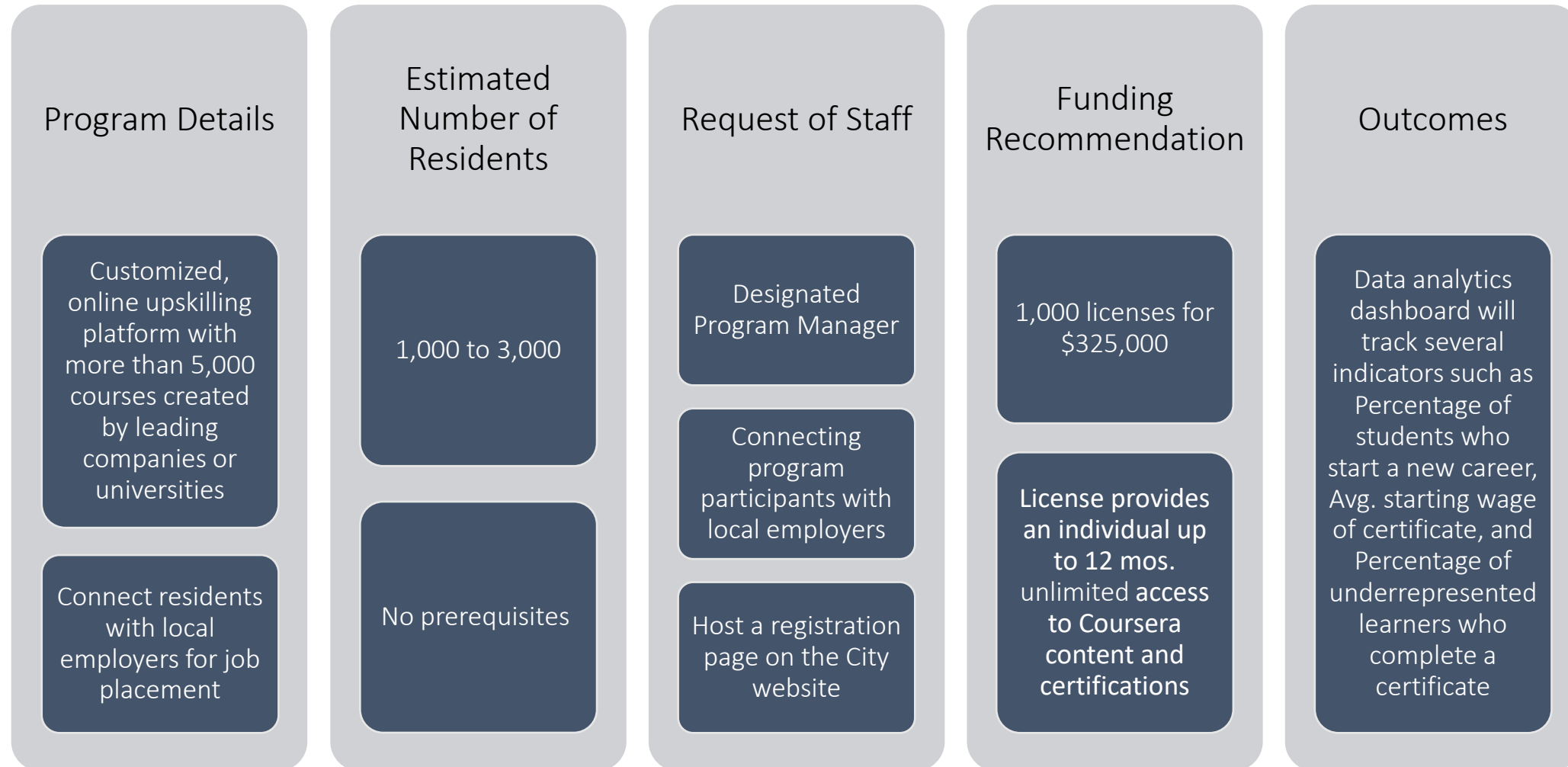
Proposals Received

Organization	Initial Funding Request	Recommended Funding
Bay Valley Tech	\$375,000	Minimum qualifications not met
Bay Valley Tech	\$475,000	Minimum qualifications not met
Climb Hire	\$500,000	Minimum qualifications not met
Coursera for Government	\$925,000	\$325,000
DP Global Solutions	\$106,150	\$40,000
Folsom Cordova Community Partnership	\$387,688	TBD
General Assembly	\$900,000	\$300,000
Udacity	\$160,000	\$160,000
Women In Data	\$249,000	\$245,000
Total	\$4,077,838	

Proposals

9 Proposals Received



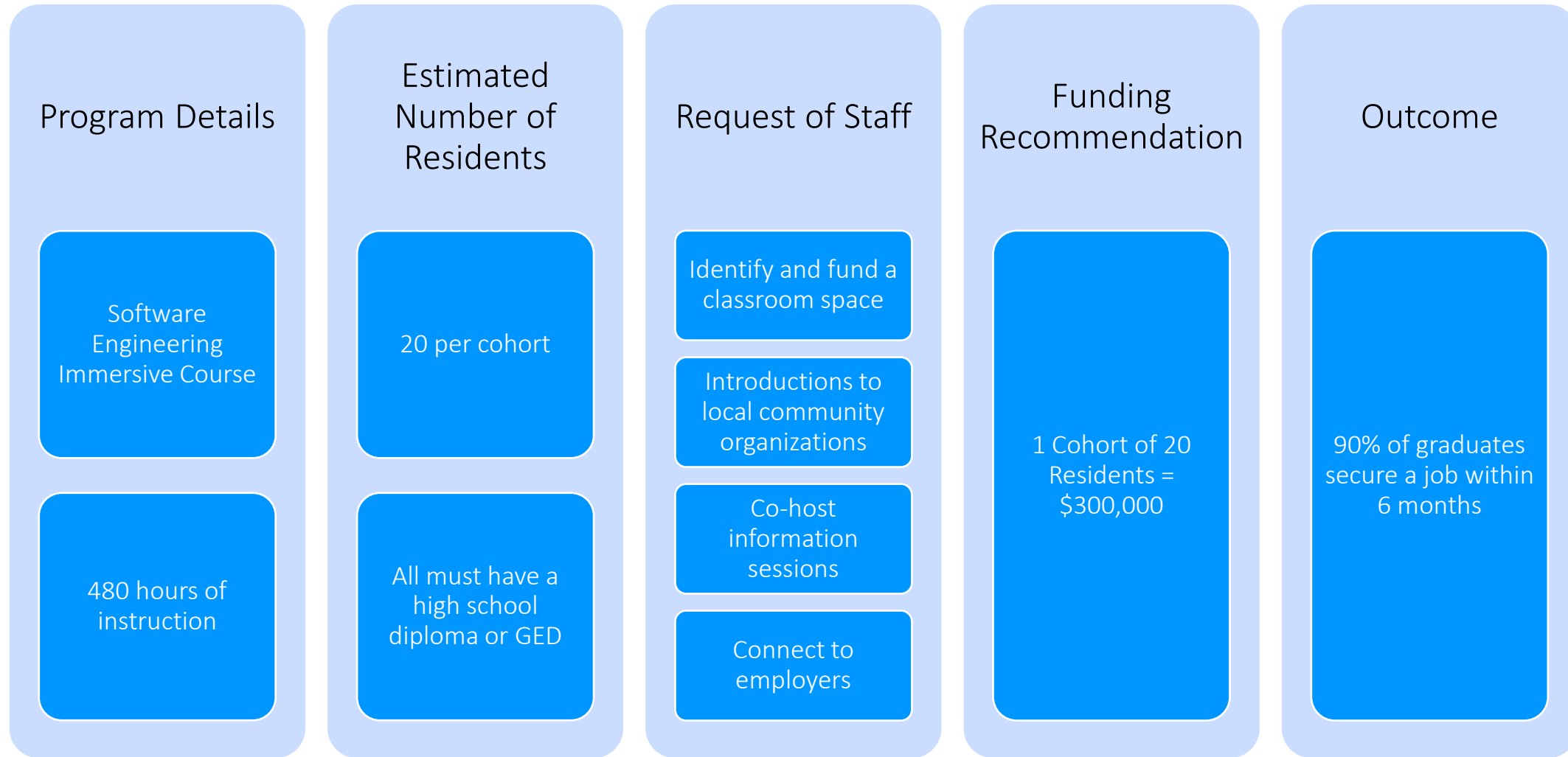


Program Details	Estimated Number of Residents	Request of Staff	Funding Recommendation	Outcomes
Amazon Web Services (AWS) Cloud Computing Practitioner 12-week Certification Secure internship opportunities and pair with mentor	25-30 Target audience is HS diploma or Associates Degree with interest in and/or experience with IT	None specifically stated	\$40,000	Residents who complete training receive AWS certification and employment

Program Details	Estimated Number of Residents	Request of Staff	Funding Recommendation	Outcomes
Individual Case Management, Moms Back to Work, Training Scholarships, On-the-Job Training, Support Services	170 Of the 170, 90 residents would be case managed, 50 would be Working Moms, 15 would receive training scholarships and 15 would receive on-the-job training	None specifically stated	Conversations of program specifics are ongoing	Once hired, residents would be tracked quarterly and receive continued support

ITEM 12.1. General Assembly

ATTACHMENT 2



Program Details	Estimated Number of Residents	Request of Staff	Funding Recommendation	Outcome
Rancho Cordova Tech Career Incubator (TCI)	50	None specifically stated	50 residents = \$160,000	74% Reported positive career outcomes
4-month Upskilling program for skills in Programming or Business Analytics	No prerequisites to be in either program			

Program Details	Estimated Number of Residents	Request of Staff	Funding Recommendation	Outcomes
The Path Forward, 5-month program for data analytics with mentorship, resume support, portfolio building and job placement Receive data analytics certification Build out portfolio of work via a capstone analytics project for a Rancho Cordova employer	10-20 (2 Cohorts of ten residents) Target audience is women, 21-55, with children and previous work experience.	None specifically stated	20 residents = \$249,000	Residents placed in full-time jobs making over \$50,000

Workforce Recovery Program Outcome

It is the intent of the Program for residents to either obtain a career benefit or new employment making higher wages.

A career benefit is when a resident completes a certification or training, and the knowledge enables them to achieve career advancement and better wages.

All the above programs will be tracking and reporting on the progress of the residents in their respective program.

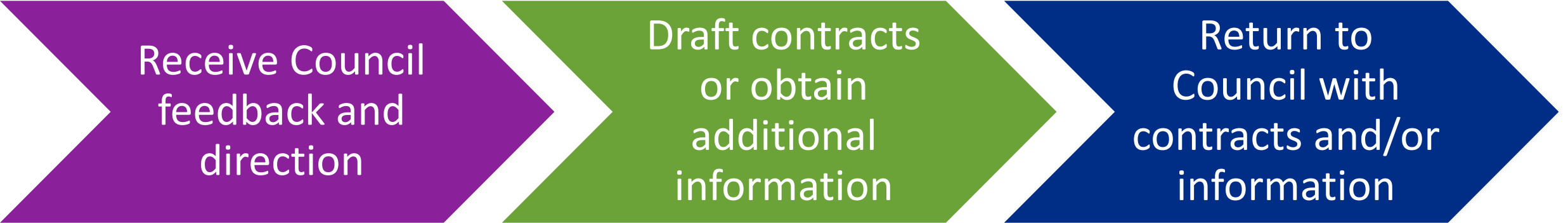
Funding Recommendation



Potential Funding Allotments

Organization	Initial Funding Request	# of Residents Served with Recommended Funding	Recommended Funding
Coursera for Government	\$925,000	1,000	\$325,000
DP Global Solutions	\$106,150	25-30	\$40,000
Folsom Cordova Community Partnership	\$387,688	170	TBD
General Assembly	\$900,000	20	\$300,000
Udacity	\$160,000	50	\$160,000
Women In Data	\$249,000	20	\$245,000
Total	\$2,727,838	1,260	

Next Steps



Receive Council
feedback and
direction

Draft contracts
or obtain
additional
information

Return to
Council with
contracts and/or
information

THANK YOU

SUBHEADER GOES HERE

coursera for government



Workforce Recovery Program Partnership Proposal

15 June 2021

Prepared for:

Amanda Norton
Economic Development Manager
City of Rancho Cordova
anorton@cityofranchocordova.org

Prepared by:

Sam Combs
Senior Manager, Government Partnerships
Coursera
scombs@coursera.org | 360.356.4461

18 June 2021

Coursera, Inc.
381 E. Evelyn Avenue
Mountain View, CA 94041
(360) 356-4461

Amanda Norton, Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Ms. Norton,

Over the past 18 months, we have seen an unprecedented disruption to the labor market with work losses reaching levels approximately four times greater than those experienced during the global financial crisis in 2009. Even more, the pandemic's shock to our economic system is far from an isolated incident and, instead, is a dramatic accelerant for disruptive trends that have been building for years. This reality was made clear during the pandemic when certain, vulnerable industries and careers were heavily impacted while other high-demand sectors saw tremendous growth. This reality of a growing skills gap that has only been accentuated by the pandemic means that individuals must develop and build new skills to remain competitive for in-demand careers. The City of Rancho Cordova's Workforce Recovery Program is a bold initiative to accomplish this and, by partnering with Coursera and the Greater Sacramento Economic Council (GSEC), the city has the opportunity to leverage a platform that has a proven record in workforce development and can serve Rancho Cordova residents at scale.

[Coursera](#) is the world's leading online upskilling platform that was founded in 2012 by two Stanford University professors. Over the past nine years, Coursera has grown significantly to include approximately 1,000 employees that are serving more than 83 million learners around the world—including nearly three thousand Rancho Cordova residents. Coursera is unique as an online upskilling platform because all of our more than 5,000 courses are produced by either a university or a leading company such as the University of California-Davis and the University of California-Irvine as well as Google, Facebook, and Salesforce. Coursera's content is developed by these leading institutions with a focus on career relevance and, importantly, any individual that successfully completes a course on Coursera will earn a certification from the institution that produced the content. As a business, Coursera is an established, publicly traded company and details on our financial background can be found [here](#).¹

Coursera has deep expertise in supporting large workforce development programs at the national, state, and local levels. In April 2020, Coursera launched its [Workforce Recovery Initiative](#) which lasted until December 2020 and served more than one million unemployed or displaced workers who logged

¹ Financial information can be found on page 17 of this link.

more than nine million learning hours. Following the Workforce Recovery Initiative, Coursera established long-term partnerships with multiple countries, states, and cities including [New York's Department of Labor](#), the Departments of Labor in [Tennessee](#) and [Minnesota](#), the local Workforce Development Council in a major metropolitan area in the Pacific Northwest, and with a variety of nonprofit organizations including California-based [Futuro Health](#). While we do not openly share contact information for our partners--and especially those in government--Coursera would be happy to help broker introductions for the City of Rancho Cordova should we move forward with a contract.

Pricing for this project is primarily based on the number of Coursera for Government licenses purchased by the City of Rancho Cordova. The cost for each license starts at \$400 and, as the number of licenses purchased increases, the cost per license is discounted. Each license provides an individual with up to 12 months of unlimited access to Coursera content and also includes the corresponding certification. In addition to content, purchasing Coursera for Government licenses also provides organizations with access to dedicated support services. Pricing for this project will also include costs for marketing, employer engagement, job placement support, and the development of a dedicated registration page for the city. Multiple pricing options for this project are outlined in the Sources and Uses of Funds section of this proposal.

Coursera is a mission-driven organization with a sole focus on transforming lives through education. With our proven experience in launching and managing broad workforce development programs and alongside the Greater Sacramento Economic Council, we would be honored to work with Rancho Cordova to create onramps into economic opportunity for residents across the city.

Respectfully,



Sam Combs
Government Partnerships
Coursera
scombs@coursera.org

Table of Contents

Qualifications and Experience

Lead Organization - Coursera for Government

Coursera Overview

Economic Opportunity & Mobility with Gateway Certifications

Coursera for Government: A Customized Upskilling Platform

Supporting Organization - Greater Sacramento Economic Council

Key Staff

Partnership Success Manager

Implementation Manager

Skills Transformation Consultant

Employer Engagement, Job Placement, and Marketing

Past Performance

Coursera Past Performance

GSEC Past Performance

Project Description

Project Overview - Coursera's Workforce Recovery Program

Job Seeker Engagement

Population Served and Intake Process

Service Delivery and Skills Transformation Strategy

Platform Engagement Capabilities

Employer Engagement

Past Performance

Outcomes

Partnerships

Project Expected Timeline

Sources and Uses of Funds

Option 1 - 1,000 Coursera for Government Licenses

Option 2 - 2,000 Coursera for Government Licenses + Scholarship for 250 Google Gateway Certifications

Option 3 - 3,000 Coursera for Government Licenses + Scholarship for 500 Google Gateway Certifications

Conflict of Interest Statement

Attachments

Qualifications and Experience

Lead Organization - Coursera for Government

Coursera Overview

Coursera is the world's leading online upskilling platform which was founded in 2012 by two Stanford professors who had a vision of democratizing access to education. Headquartered in Mountain View, California, Coursera now serves more than 83 million learners globally and nearly three thousand Rancho Cordova residents.

As a Public Benefit Corporation, Coursera's focus is on helping individuals build the skills they need to be competitive for in-demand jobs and to realize an increased level of economic stability and mobility. In order to accomplish this, Coursera's platform provides learners with access to more than 5,000 courses that are all produced by either a leading university or company such as the University of California-Davis, Duke, Johns Hopkins, Google, Facebook, Salesforce, AWS, and Microsoft. By partnering with these leading institutions, Coursera is able to provide upskilling content that is produced by subject matter experts, is aligned with in-demand skills, and, importantly, offers a certification to learners that successfully complete a course from the university or company that produced the content.

In order to ensure our content is aligned to in-demand skills, Coursera's Data Science team analyzes trends from our more than 83 million learners to understand which skills are most relevant based on industry and role. We augment this data-driven analysis with external sources such as Burning Glass in order to provide a comprehensive view of [the global skills landscape](#) that informs which content is available on the Coursera platform.

All of Coursera's content is available to learners asynchronously meaning that Rancho Cordova residents will be able to access the platform and earn career-relevant certifications at a time that is most convenient for them. Furthermore, accessibility is at the core of Coursera's mission and, as a result, our platform has a standing VPAT to ensure learners with auditory, visual, and cognitive impairments are able to use Coursera effectively. In addition to this, Coursera is a multilingual platform offering courses taught in 19 languages and subtitles in more than 40 languages. Finally, Coursera is designed to meet learners where they are and, as a result, Rancho Cordova residents will be able to access the platform on a web browser or on a mobile device using our iOS and Android applications.

Economic Opportunity & Mobility with Gateway Certifications

In addition to providing unmatched credibility and career relevance, Coursera's partnerships with universities and leading companies have resulted in a training catalog composed of stackable content. More specifically, while every course on Coursera offers a certification, courses are also grouped

together to form more advanced certification programs known as Gateway and Professional Certifications. These certifications are built by leading companies and are designed to prepare learners for a specific, high-demand job role. Gateway Certifications are designed to prepare individuals with no prior experience in the career field and without a college degree for a high-demand, entry-level role in less than six-months while taking the course on a part time basis.

As an example of these training programs, Coursera's most popular Gateway Certification is the Google IT Support Professional Certification. This program is designed to prepare individuals for an entry level role as an IT Support Specialist and it can be completed in less than six months on a part-time learning schedule. Individuals that earn the certification also have access to a hiring consortium of more than 130 companies. In addition to employment opportunities, the Google IT Support Certification also unlocks future academic opportunity for learners as it is accredited by the American Council on Education (ACE) and is recognized for transfer credit by many colleges and universities.

Coursera for Government: A Customized Upskilling Platform

What makes Coursera for Government such a powerful solution for workforce development is the platform's ability to deliver training at scale while being fully customized to align with local industry needs. When Coursera partners with a local government, we build the organization a customized and private version of the Coursera platform that is only accessible to administrators managing the program and learners who have been invited to join. As we have worked with workforce development agencies across the US, we have seen organizations deliver training through the platform in a variety of ways--from statewide programs administered by the state government to local programs administered in partnership with a variety of support organizations. Our goal is to maximize flexibility so that programs can be managed in a way that is most beneficial to the organization we are working with and the learners they are supporting.

In addition to providing flexibility around how the training program is managed, we also work directly with local governments to build customized content pathways aligned to unique industry requirements and specific sector strategies. Coursera's Skills Transformation Team partners with local governments to build these customized training pathways that are designed to develop the specific skills that are in-demand across a given region. We can also work directly with anchor employers to build a training pathway that aligns with their unique training requirements. These content pathways are not static and, instead, can be modified over time as skill priorities continue to evolve and training requirements change. Within this model, the workforce system can use the Coursera for Government platform to maximize the number of individuals served while unlocking access to world class training and certifications that are relevant to the local economy.

Supporting Organization - Greater Sacramento Economic Council

The Greater Sacramento Economic Council (GSEC) is Sacramento's regional economic development organization and the City of Rancho Cordova has been a member of GSEC since its founding in 2015.

With this, GSEC will work alongside Coursera and the City of Rancho Cordova to provide employer connections, support with job placement, and marketing support to ensure residents and regional employers are aware of the program. GSEC is a 501c3 organization and further documentation can be provided upon request and should be on file with the Rancho Cordova clerk's office.

Key Staff

Partnership Success Manager

This project will be led by a Partnership Success Manager on the Coursera for Government team who will be primarily responsible for working alongside Rancho Cordova's designated program manager for the Workforce Recovery Program. The Partnership Success Manager will be responsible for working directly with Rancho Cordova's program manager to develop program strategies, share best practices, support the development of marketing and learner engagement plans, hosting learner webinars, and training Rancho Cordova's program administrators. Coursera maintains a team of Partnership Success Managers that are responsible for managing all of our workforce development partnerships alongside state and local governments. The name of a specific Partnership Success Manager will be assigned once a contract has been finalized; however, this individual will be specifically from the Coursera for Government team with experience working alongside state and local governments on major workforce development programs.

Implementation Manager

A Coursera Implementation Manager will be responsible for working alongside the City of Rancho Cordova to build a private version of the Coursera platform for Rancho Cordova residents. The Implementation Manager is a technical subject matter expert who will not only build the Rancho Cordova platform but will also work with the City to build a customized registration page where residents can easily register to join the program. Coursera's Implementation Team has deep experience working at the federal, state, and local levels to develop, launch, and support broad workforce development programs. The name of a specific Implementation Manager will be assigned once a contract has been finalized; however, this individual will be specifically from the Coursera for Government team with experience working alongside state and local governments on major workforce development programs.

Skills Transformation Consultant

A Coursera Skills Transformation Consultant will work alongside the City of Rancho Cordova to create customized content pathways aligned with high-demand industries and occupations. Coursera's Skills Transformation Team works alongside state and local governments to build customized learning programs aimed at satisfying local employer needs. In order to accomplish this, Skills Transformation Consultants leverage internal data from Coursera's 83 million learners along with external data from sources such as Burning Glass to create pathways that serve as onramps into high-demand careers. A dedicated Skills Transformation Consultant will work with the City to create initial content pathways that are available at the launch of the program as well as additional pathways created on an

on-demand basis based on specific employer needs. The name of a specific Skills Transformation Consultant will be assigned once a contract has been finalized; however, this individual will be specifically from the Coursera for Government team with experience working alongside state and local governments on major workforce development programs.

Employer Engagement, Job Placement, and Marketing

As the primary partner in this project, the Greater Sacramento Economic Council will work alongside Coursera and the City of Rancho Cordova to help engage local employers to identify career opportunities and to understand specific upskilling requirements. Furthermore, GSEC will work to facilitate job placement by connecting program participants to local employers who are hiring. Finally, GSEC will work alongside Coursera and the City of Rancho Cordova to help market the Workforce Recovery Program to local residents and regional employers.

The lead point of contact for this project from GSEC will be Scott Powell. Scott is responsible for overseeing Greater Sacramento's business development as well as research, analytics and policy analysis efforts. His focus ensures that GSEC's business investment and job creation efforts are data-driven and highly successful. With more than a dozen years of experience in municipal as well as regional economic development, he has most recently served as the Vice President of Economic Development for Envision Greater Fond du Lac in Wisconsin leading the business attraction, retention, expansion, entrepreneurship and workforce team for the organization.

Previously Scott served as the economic development program manager overseeing business attraction and private real estate development for the City of Tempe where projects he managed resulted in 5,000 high paying jobs and the absorption of over 850,000 square feet. He held additional municipal roles in Arizona with significant accomplishments in rural as well as urban redevelopment.

Prior to his time in Arizona, Mr. Powell was employed as a Capital City Fellow with the District of Columbia and served in the Deputy Mayors Office of Planning and Economic Development and launched his economic development career with Battle Creek Unlimited in Michigan. He received his bachelor's in economics from Arizona State University, a master's in public administration from Western Michigan University and is a Certified Economic Development Finance Professional (EDFP).

Past Performance

Coursera Past Performance

Coursera has deep expertise in supporting large workforce development programs at the national, state, and local levels. In April 2020, Coursera launched its [Workforce Recovery Initiative](#) which provided governments with free access to the Coursera for Government platform so that it could be made available to unemployed and displaced workers at no cost during the height of the pandemic. The program lasted until December 2020 and, during this eight month period, Coursera served more

than one million unemployed or displaced workers--who logged more than nine million learning hours--alongside more than 30 state partners.

Following the Workforce Recovery Initiative, Coursera established long-term partnerships with multiple countries, states, and cities. We are partnered with [New York's Department of Labor](#) and are working alongside local workforce development boards, nonprofit organizations, and community colleges to upskills tens of thousands of New Yorkers for high-demand jobs across the state. In addition to New York, we are working alongside the Departments of Labor in [Tennessee](#) and [Minnesota](#), the local Workforce Development Council in a major metropolitan area in the Pacific Northwest, and with a variety of nonprofit organizations including California-based [Futuro Health](#). While we do not openly share contact information for our partners--and especially those in government--Coursera would be happy to help broker introductions for the City of Rancho Cordova should we move forward with a contract.

Beyond Coursera's experience partnering alongside governments to build, launch, and manage large workforce development programs, Coursera's content is optimized for career impact. Coursera's courses have received an average of 4.7 out of 5 star rating by our users and [87% of learners have reported a career benefit](#). Furthermore, [Coursera's Gateway Certifications](#) are designed by our industry partners (i.e. Google, Facebook, and Salesforce) to help individuals without a college degree and with no prior experience build the skills necessary to secure an entry-level, in-demand role in fields such as IT Support, Data Analysis, Social Media Marketing, and Sales Development. [According to results highlighted by Google](#), 82% of Google's Gateway Certification graduates post a positive career impact within six months of completion and are positioned for entry-level roles with an average salary of \$63,600.

GSEC Past Performance

In 2020, GSEC received \$787,650 in CARES Act relief funding from the City of Sacramento to develop a digital upskilling program for those affected by the COVID-19 pandemic. GSEC partnered with the Greater Sacramento Urban League (GSUL) to digitally train disadvantaged and displaced workers in Sacramento's most impacted communities. More than 5,000 people applied for the 40 openings once the program was announced. GSEC met national industry training standards by engaging General Assembly and Merit America, which both have track records of success in delivering high-quality immersive instruction.

Program participants received a laptop, stipend to provide internet access, \$400 per week for nine weeks and a program completion incentive of \$1,800. Participants completing the program received a digital certification in IT Support on Coursera or Advanced Data Analytics. With this, the IT Support program was delivered via Coursera using the Google IT Support Professional Certification. The 40 students were selected after completing an application and admissions screening in October of 2020. The students completed the training by the end of the calendar year. The laptop, internet access and

stipend provided the support that enabled the student to focus on learning new skills and job market readiness.

The graduates of the IT Support program received a Google IT Support Professional Certificate through Coursera, and the graduates of the Advanced Data Analytics program received a Certificate of Advanced Analytics from General Assembly.

As of June 1, 2021, 25 students have accepted full-time employment and 7 are still seeking placement. All students still enrolled in the placement support have interviewed for at least one position. Five students have withdrawn from career assistance, so the results of their job search are unknown. The average wage of placed students is approximately \$47,000. Two students have continued their learning by stacking their credential to earn a Salesforce certificate, increasing their earnings and upward social mobility. Students have been placed at companies like HCL Technologies, VSP, Zennify, Centene and several other smaller local companies.

Project Description

Project Overview - Coursera's Workforce Recovery Program

As part of the Workforce Recovery Program, Coursera will develop, build, and launch a private Coursera platform for Rancho Cordova residents. This platform will be customized to include specific content pathways that are designed to build skills for in-demand careers and it will allow Rancho Cordova residents to earn Coursera certifications at no cost. The Coursera team will work alongside the City of Rancho Cordova and the Greater Sacramento Economic Council to market this program, engage regional employers, ensure content pathways are aligned with labor market needs, and help residents that earn certifications through Coursera get connected to local employers.

Job Seeker Engagement

In all of Coursera's workforce development partnerships, a two-pronged engagement approach has been most successful in driving job seeker engagement on a government organization's private Coursera platform. The first element of this approach is implementing a scaled engagement plan that maximizes visibility of the program. In order to accomplish this, Coursera will work with the City and with GSEC to build marketing assets such as a press release and social media messaging to drive awareness of the program. Coursera will provide quotes from the company's senior executives, will amplify the press release through Coursera's social media channels, and, if desired, will engage with our industry partners to help amplify the announcement as well. Importantly, this broad marketing campaign will happen prior to launching this program to ensure Rancho Cordova residents are prepared to join when the program is launched. The primary goal of this marketing effort will be to maximize the number of individuals visiting the registration page built for Rancho Cordova to ensure as many residents are accessing the platform as possible.

The second element of Coursera's job seeker engagement approach is leveraging community based organizations as a highly local channel for informing potential job seekers of this upskilling opportunity. In addition to maximizing utilization on the City's Coursera platform, the goal with working alongside community based organizations is to ensure equity is at the center of this program and that the Rancho Cordova residents that may be hardest to reach have the opportunity and support they need to access Coursera. This two-pronged engagement strategy will be coordinated and managed by Coursera's Partnership Success Manager alongside GSEC and the City of Rancho Cordova's program manager.

Population Served and Intake Process

The Coursera for Government platform is designed to support a diverse population of adult learners ranging from those that already have college degrees to those who may only have a high school diploma and no relevant professional experience. With this in mind, Coursera's goal in the Workforce Recovery Program is to meet Rancho Cordova residents where they are and to make relevant upskilling content available. Whether the individual is an experienced professional looking to change careers due to the pandemic or they are someone that is interested in building the skills necessary for an entry level, in-demand career, Coursera has content and certification programs to support them.

In order to access this program, Coursera will build a registration page that can be hosted on the City of Rancho Cordova's website. This registration page will include an overview of Coursera's Workforce Recovery Program as well as a description of the types of courses and certifications available on Coursera. On this registration page, residents will be asked to provide basic demographic and contact information as well as details on their career goals and upskilling focus. Coursera's Implementation Team will build this registration page so that, when a resident applies to the program, they are either automatically enrolled based upon their responses or their application is flagged for additional review prior to enrollment.

The goal with creating this registration page is to maximize the number of Rancho Cordova residents that are able to easily access the program while, simultaneously, collecting relevant demographic information to better understand the program's scope and outcomes. Furthermore, by creating this registration page, we are able to automate the learner signup process and eliminate the need for a program manager to manually add individual residents to the City's Coursera platform. Finally, this registration page will provide a centralized location to focus all of the marketing efforts so that we are able to point residents to a single location to access this opportunity. An example of this type of registration page that is currently being used in New York can be found [here](#).

Service Delivery and Skills Transformation Strategy

This project will be delivered through a private version of the Coursera for Government platform which will be built exclusively for the City of Rancho Cordova. This platform will allow Rancho Cordova residents to access Coursera's content and the curated content pathways as well as the corresponding

certifications at no cost. This platform will be openly available to Rancho Cordova residents and they will be able to access content whenever and wherever is most convenient for them. The courses are self-paced and are meant to serve an adult learner audience that may be balancing professional and personal time commitments while attempting to build new skills. This private platform for Rancho Cordova residents will be paired with a private administrator platform that will be available to the City of Rancho Cordova's program management team. The City will be able to use this administrative platform to track utilization metrics such as the number of learners, enrollments, completions, and learning hours as well as track skill development using the built-in data analytics toolkit.

In addition to providing a scalable platform that is easily accessible to Rancho Cordova residents, Coursera's Skills Transformation Team will develop customized content pathways to ensure that the courses being recommended are optimized for career relevance. Based on Coursera's work across the US, many of these content pathways have already been developed based on recurring industry needs we have seen from employers and with other workforce development programs. In addition to these standing content pathways, Coursera will work alongside GSEC to identify unique employer needs in Rancho Cordova to ensure that the content pathways are aligned with local requirements. An overview of the types of content pathways already available can be found as Attachment 2 listed below.

Platform Engagement Capabilities

The Coursera for Government platform that will be built for Rancho Cordova is specifically designed to support and serve large audiences. In Coursera's current workforce development programs across the US, this platform is being used to serve tens of thousands of unemployed and displaced workers. In order to accomplish this, Rancho Cordova's Coursera platform will have a built-in messaging tool that will allow the city to engage directly with residents participating in the Workforce Recovery Program. While this tool allows for manual messages to be sent, the most powerful element is the automated messaging that occurs. More specifically, the Coursera platform will automatically send residents reminders with a specific call to action at critical points in their learning journey. These automated messages will nudge residents, prompting them to enroll in a course, to complete a course, or even congratulate them after they have earned a certification. By leveraging this capability on the Coursera platform and pairing it with a deliberate marketing campaign that attracts learners to the upskilling program, we have led workforce development programs with completion rates in excess of 80%.

Employer Engagement

The Greater Sacramento Economic Council will lead efforts to connect with local employers and drive job placement outcomes. As the leading economic development organization in the Greater Sacramento region, GSEC is well connected to local employers and is well positioned to ensure this program is tightly aligned to employer needs and leads to meaningful employment outcomes. GSEC will leverage these employer connections to ensure Coursera's content pathways are aligned with specific employer needs and to ensure residents that earn certifications have opportunities to begin the interview process with local employers.

In addition to GSEC's engagement with local employers, Rancho Cordova residents will also have access to [Coursera's Career Center](#) which provides job search resources as well as a specific community page for those individuals that have completed a Gateway Certification. In addition to Coursera's Career Center, residents that complete a Google Gateway Certification in IT Support, Data Analysis, Project Management, or UX Design will have access to a [hiring consortium of more than 130 companies](#) that are seeking individuals with these specific certifications.

Past Performance

Past performance for Coursera and GSEC is outlined in the Qualifications and Experience section of this proposal.

Outcomes

One of Coursera's most valuable features is its data analytics dashboard, which shows "live numbers" on learner utilization, progress, skill level achieved, and course reviews. Coursera's Partnership Success Manager will work with Rancho Cordova's program manager to gather and analyze data according to the following table and will hold quarterly meetings with the City's project team to provide formative feedback.

Indicator	Data Source	Timeline
Number of learners enrolled in certificate program	Coursera dashboard	On-Demand
Number of learners who complete certificate program	Coursera dashboard	On-Demand
Percentage of enrolled learners who attain at least X skill level in [target skills] (levels are Conversant, Beginner, Intermediate, and Advanced)	Coursera dashboard (especially the Skill Attainment Index)	On-Demand
Percentage of students who start a new career after completing this certificate	Learner post-survey, longitudinal survey (automated Coursera messages with survey links)	When certificate is completed, six months after completion, and one year after completion
Percentage of certificate completers who earn a pay increase or promotion	Learner post-survey, longitudinal survey (automated Coursera messages with survey links)	When certificate is completed, six months after completion, and one year after completion
Percentage of certificate completers who report a career impact within six months (such as finding a new job, getting a raise, or starting a new business)	Learner longitudinal survey (automated Coursera messages with survey links)	Six months after certificate completion
Average starting wage of certificate	Learner post-survey (automated	When certificate is completed

completers	Coursera message with survey link)	
Average percent change in wages of certificate completers one year from completing certificate	Learner longitudinal survey (automated Coursera message with survey link)	One year after certificate completion
Percentage of [underrepresented group] learners enrolled	Coursera dashboard, Learner registration information	Quarterly
Percentage of [underrepresented group] learners who complete certificate	Coursera dashboard	Quarterly
Percent of learners who are “Satisfied” or “Very Satisfied” with results of certificate program	Student post-survey	When certificate is completed

Partnerships

As the lead organization, Coursera will formally partner alongside the Greater Sacramento Economic Council as GSEC supports marketing, employer engagement, and job placement for this initiative. In addition to this formal partnership with GSEC, Coursera’s workforce development programs with states and local governments also include engagement with local community based organizations such as nonprofits and Community Colleges. The purpose of these partnerships is twofold. First, working with community based organizations will help amplify this initiative and drive awareness of the opportunity across Rancho Cordova residents. In addition to this, local nonprofits and Community Colleges can also serve as an alternative point of distribution for licenses that are centrally managed by the City of Rancho Cordova. By allowing these local partners to distribute licenses to the communities they serve, we will ensure that utilization of the platform is maximized and that equity is a foundational component of the program. While these local partnerships are not formalized now, Coursera will work with the City of Rancho Cordova and GSEC to establish connections across the community so that these local organizations are active participants in the Workforce Recovery Program.

Project Expected Timeline

The proposed timeline listed below is based on the expectation of a one-year partnership between Coursera and the City of Rancho Cordova.

Milestone	Date(s)	Details
Implementation Process	First 30-days after contract signature	Coursera’s Implementation Team will build a private platform and a registration page while Coursera’s Skills Transformation Team will build content pathways. Coursera’s Partnership Success Manager will also provide training to Rancho

		Cordova's program administrators. Finally, Coursera and GSEC will work alongside the City of Rancho Cordova to begin marketing this program to employers and residents.
Program Launch	30 days after contract signature	Coursera's Implementation Team will launch Rancho Cordova's platform meaning that licenses will be available and residents will be able to access the platform to begin taking courses.
Survey Learners	Quarterly	Coursera's Partnership Success Manager will work with the City of Rancho Cordova's program manager to develop surveys that determine employment outcomes. A link to this survey will be delivered via the Coursera platform's automated messaging tool.
Executive Review	Quarterly	Coursera's Partnership Success Manager will lead an Executive Review for Rancho Cordova leadership to provide an overview of current results, document lessons learned, and to align on program trajectory/strategic vision.
Employer Engagement	Ongoing	GSEC will lead deliberate employer engagement and job placement efforts throughout the course of this program to ensure companies are aware of this initiative and residents that earn certifications are prioritized for employment opportunities.

Sources and Uses of Funds

Pricing for Coursera for Government is based on the number of licenses purchased by an organization. The cost for each license starts at \$400 and, as the number of licenses purchased increases, the cost per license is discounted. Each license provides an individual with up to 12 months of unlimited access to Coursera content and also includes the corresponding certification. In addition to content, purchasing Coursera for Government licenses also provides organizations with access to dedicated support services:

- **Customized Platform** includes a unique Coursera instance for administrators and learners that will host unique training pathways, and all of Rancho Cordova's learning metrics.
- **Curated Content Pathways** are developed by Coursera's Skills Transformation team and are based on priority industry needs and unique sector strategies.
- **Enhanced Data Analytics** includes a customized dashboard so that the City of Rancho Cordova can visualize learner metrics, program outcomes, and skill development.
- **Dedicated Implementation Support** includes a Partnership Success Manager to train and support Rancho Cordova's program administrators. Coursera's support team helps organizations improve utilization and we often see governments with programs that have above an 80% completion rate.

As part of this proposal, Coursera has included three options for the the City of Rancho Cordova to consider. Pricing for each option is based on a certain number of Coursera for Government licenses

that would be purchased to serve residents across the city. Additional uses of funds include the cost to build an integrated registration page for residents as well as employer engagement, job placement, and marketing costs. With Option 2 and Option 3, Coursera is offering an in-kind incentive by providing free scholarships for our four Google Gateway Certification programs. These scholarships are additional licenses that will only provide residents with access to the Google Gateway Certification programs rather than the entire Coursera catalog.

Option 1 - 1,000 Coursera for Government Licenses

Source of Funds	Amount	Use of Funds	Amount
City of Rancho Cordova	\$325,000	Coursera for Government Licenses	\$300,000
		Integrated Registration Page	\$15,000
		Employer Engagement, Job Placement, & Marketing Support	\$10,000
Total	\$325,000	Total	\$325,000

Option 2 - 2,000 Coursera for Government Licenses + Scholarship for 250 Google Gateway Certifications

Source of Funds	Amount	Use of Funds	Amount
City of Rancho Cordova	\$625,000	Coursera for Government Licenses	\$600,000
		Google Gateway Certification	\$0

		Scholarship	
		Integrated Registration Page	\$15,000
		Employer Engagement, Job Placement, & Marketing Support	\$10,000
Total	\$625,000	Total	\$625,000

Option 3 - 3,000 Coursera for Government Licenses + Scholarship for 500 Google Gateway Certifications

Source of Funds	Amount	Use of Funds	Amount
City of Rancho Cordova	\$925,000	Coursera for Government Licenses	\$900,000
		Google Gateway Certification Scholarship	\$0
		Integrated Registration Page	\$15,000
		Employer Engagement, Job Placement, & Marketing Support	\$10,000
Total	\$925,000	Total	\$925,000

Conflict of Interest Statement

To our knowledge and belief, as of the date of this proposal, no Coursera personnel have a conflict of interest with the City of Rancho Cordova.

Attachments

Attachment 1 - Coursera for Government Presentation

Attachment 2 - Workforce Development Content Pathways

Workforce Development at Scale

Rancho Cordova | Coursera for Government



Sam Combs

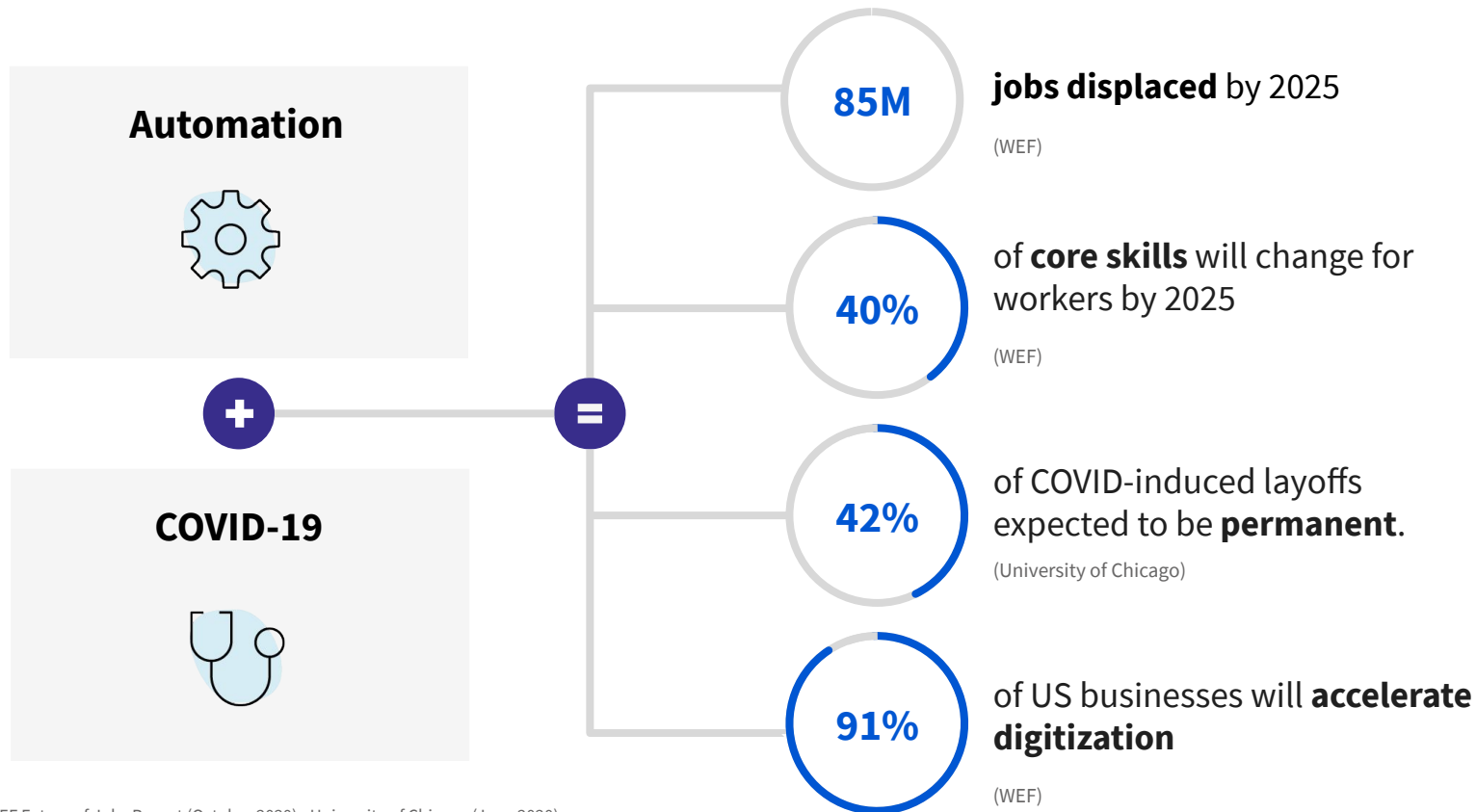
Government Partnerships
scombs@coursera.org

Coursera Overview

ITEM 12.1.

ATTACHMENT 3

2020: The impact of 'double disruption' on the workforce

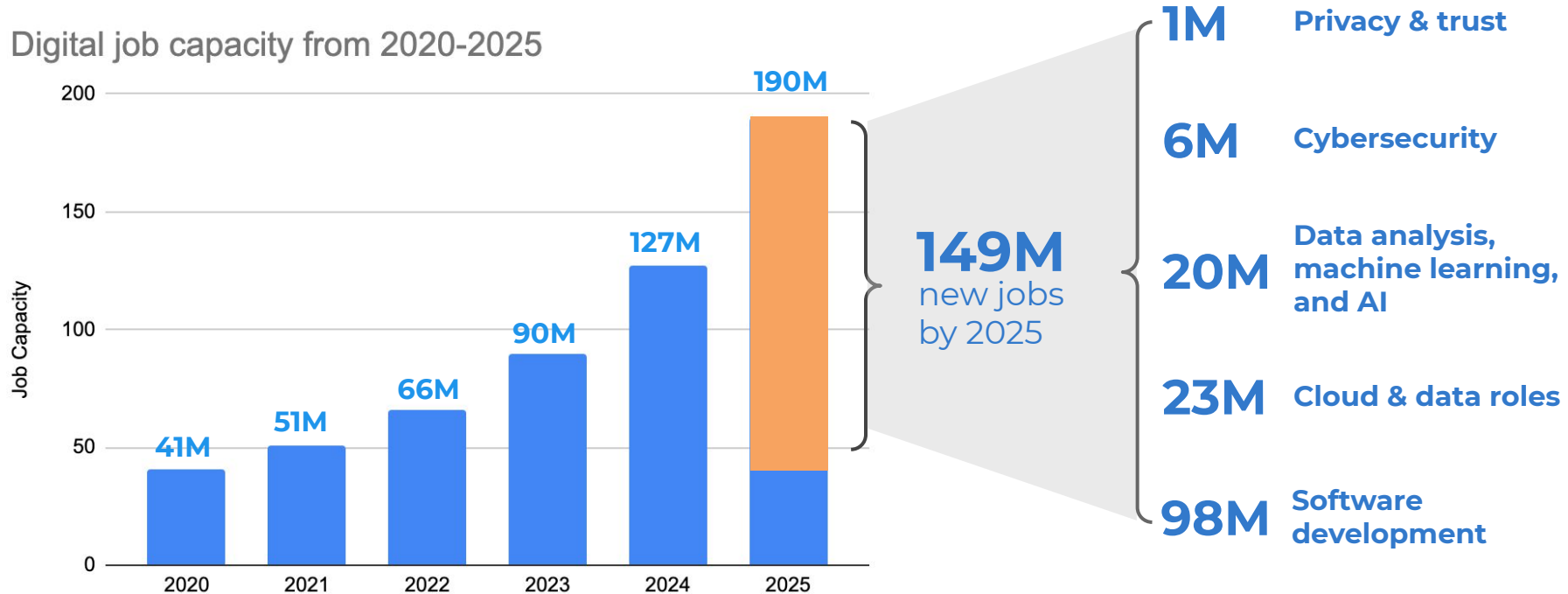


Source: WEF Future of Jobs Report (October 2020), University of Chicago (June 2020)

ITEM 12.1.

ATTACHMENT 3

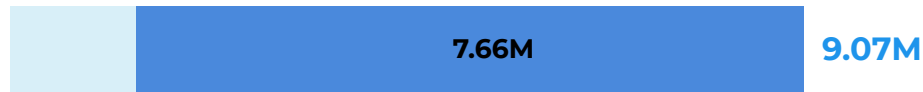
...and the “Great Lockdown” accelerated digitalization globally



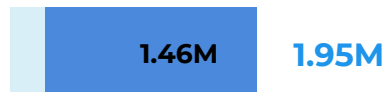
Source: Microsoft

Digitization is anticipated to create **13 million US jobs** by 2025

Software Development



Cloud and Data



Data Analysis, ML, and AI



Cybersecurity



Privacy and Trust



13M
new jobs
by 2025

- **5M** IT
- **1M** Adv Mfg
- **320K** Health

*Most of these
roles will
need to be
filled through
reskilling*

ITEM 12.1.

ATTACHMENT 3

Coursera

Skill Development ecosystem

Learner

Learn & prosper



83+ million
Registered learners
323k in Colorado

coursera**50+**

Industry Partners

150+

University Partners

**Educator**

Teach the world

6,300+

Coursera for Business : 2,000+
Coursera for Government: 380+
Coursera for Campus: 4,000+

**Employer**

Transform talent

UC DAVIS

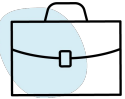
UCI

UC San Diego

ITEM 12.1.

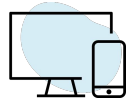
ATTACHMENT 3

Extensive catalog of online courses



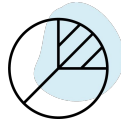
**Business &
Human Skills**

1,100+
courses



Technology

870+
courses



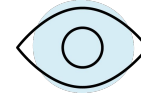
**Data
Science**

480+
courses



Health

550+
courses



**Social
Sciences**

470+
courses



**Arts &
Humanities**

350+
courses

4,700 courses

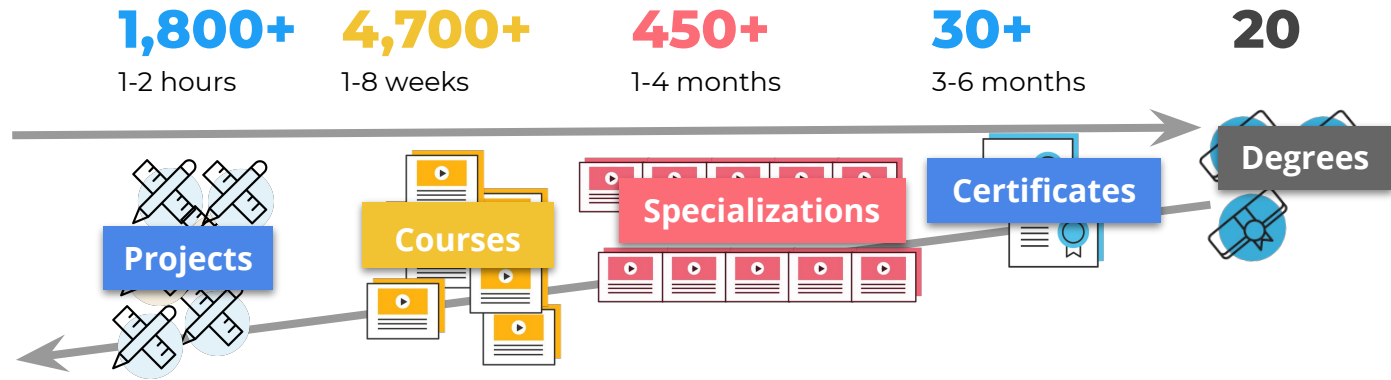
161,000 lecture videos

32,000 assessments



ITEM 12.1. ATTACHMENT 3

“Stackable” learning products offered in multiple learning modalities



Value Proposition

Length

Gain a job-relevant skill in under 2 hours

Learn something new

Master a skill

Get job-ready for an in-demand career

Top degrees that fit your lifestyle and advance your career

1-2 hours

1-8 weeks

1-4 months

3-6 months

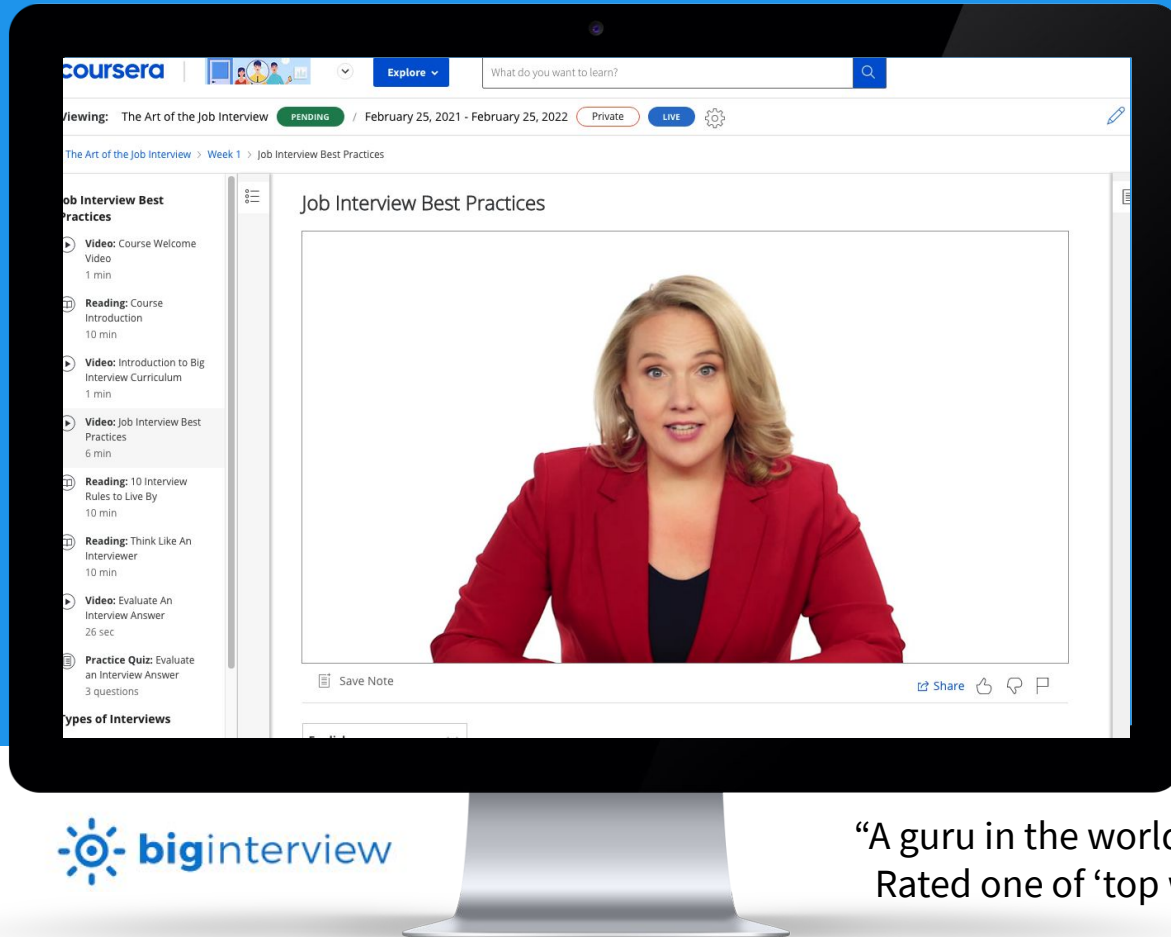
2-3 years

ATTACHMENT 3

Job Interview Prep & Job Search

BIG INTERVIEW'S industry-leading interview prep platform!

- Interview prep; Resume-building; Networking tips
- AI-Based Practice Interview Tool
- Video Instructions
- Activities and Exercises
- Available in English and...
- Spanish version available, end of May 2021



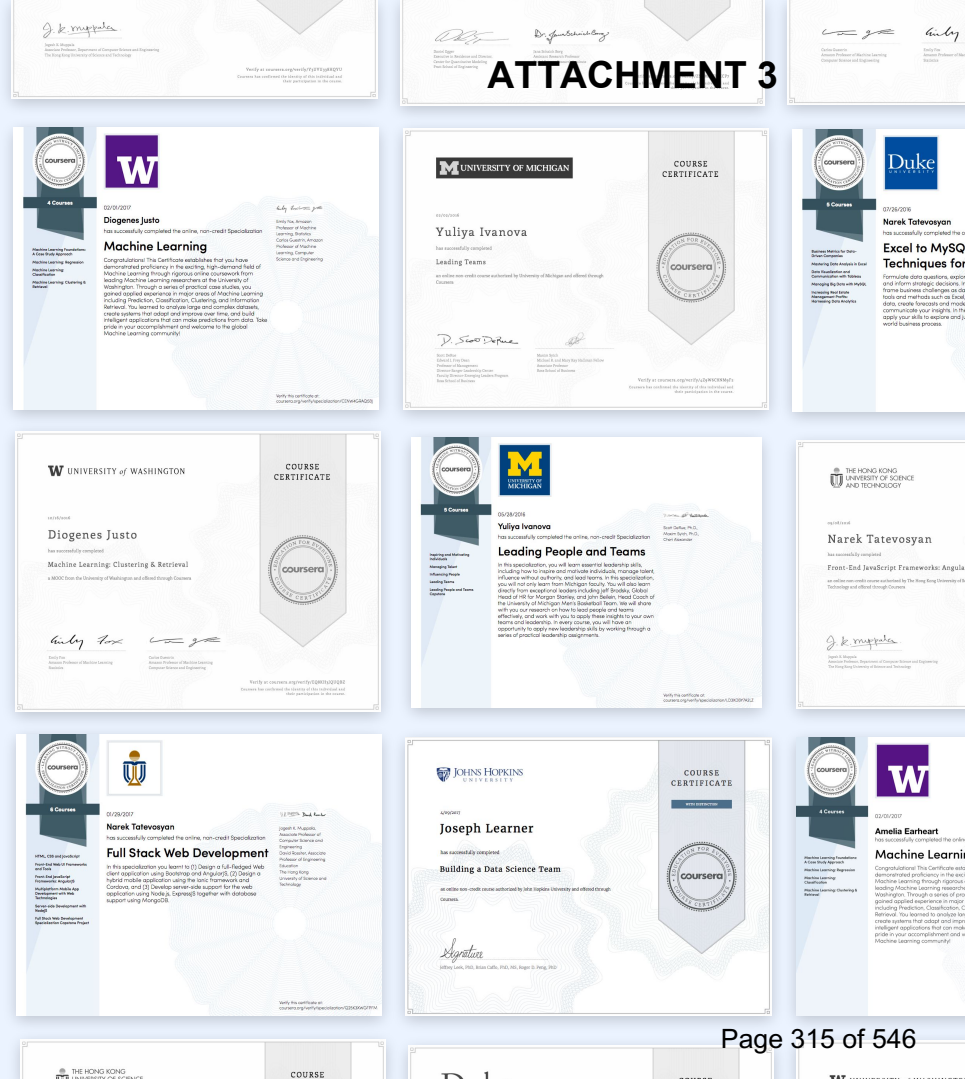
“A guru in the world of interviews” - Wall Street Journal
Rated one of ‘top websites for your career’ by Forbes

ITEM 12.1.

Earn certifications from the world's best universities and companies.

"Coursera is hands down the best online education provider there is."

— Coursera Customer



Accessibility: Meeting Learners Where They Are



VPAT

Coursera strives to provide access for learners of all abilities

- Compliance with WCAG 2.1 AA standards
- Accessibility features for those with visual, auditory, and cognitive impairments
- Accessibility Committee to ensure proactive product design



Multilingual

Content across the Coursera platform is delivered in a wide range of languages

- Subtitles in **53 languages**
- Spoken in **19 languages**



Content Depth

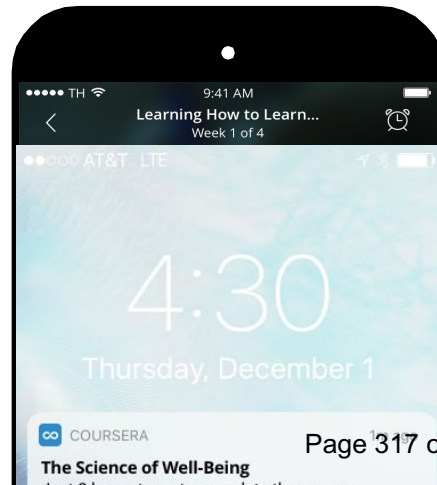
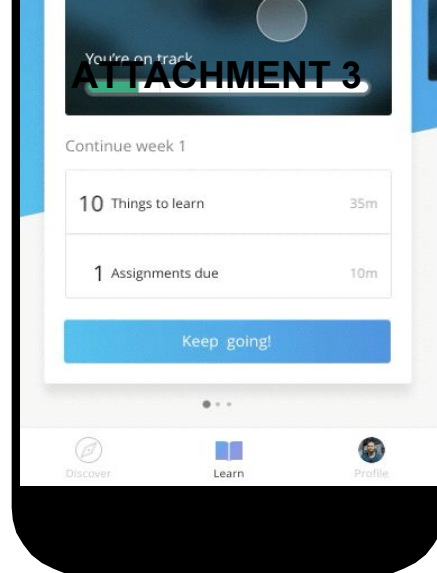
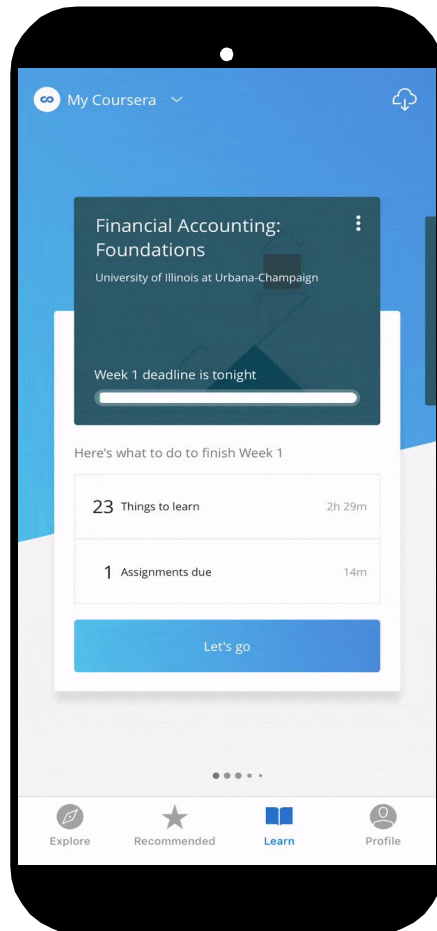
Coursera's content is produced by leading institutions but is accessible to a diverse audience

- Conversant & beginner-level
- Modular design
- Certifications designed for those with no degree or experience in the field
- Delivered in multiple modes to accommodate different learning styles

ITEM 12.1.

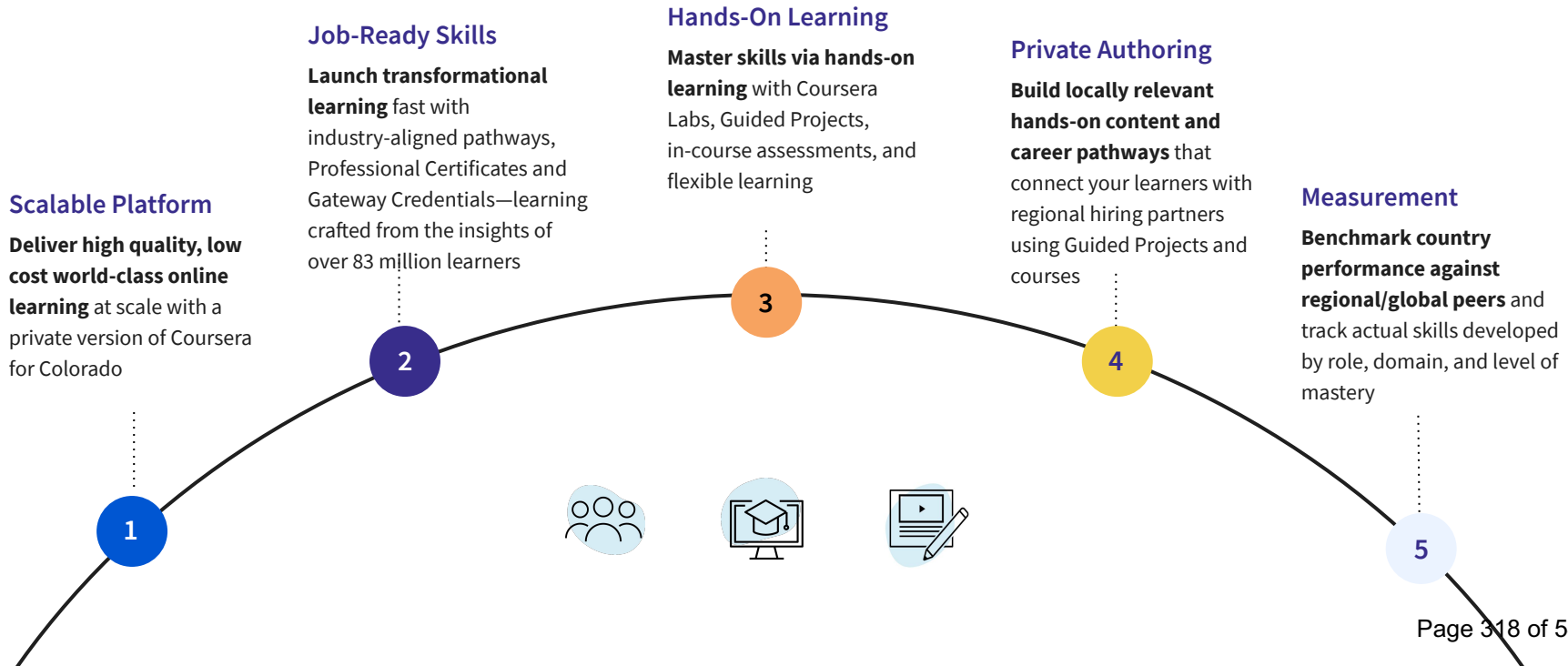
User friendly & built for today's learners:

100% online, short lessons, offline access, and interactive transcripts and notes.



Coursera for Government

Workforce Development at Scale

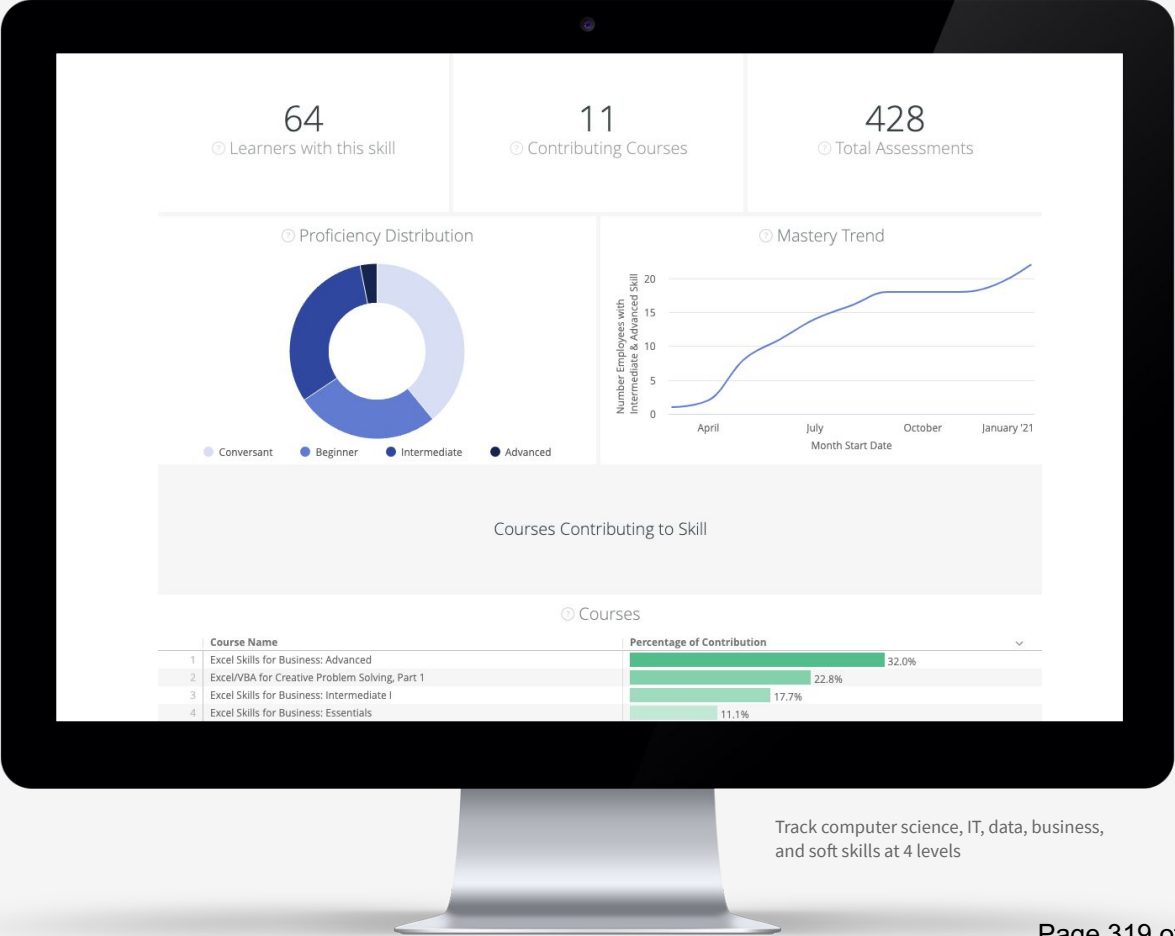


ITEM 12.1.

ATTACHMENT 3

Measure and track skills developed by role, domain, and level of mastery.

“Coursera not only offers training from very prestigious institutions but also allows you to do the kind of tracking that you want.”



Track computer science, IT, data, business, and soft skills at 4 levels

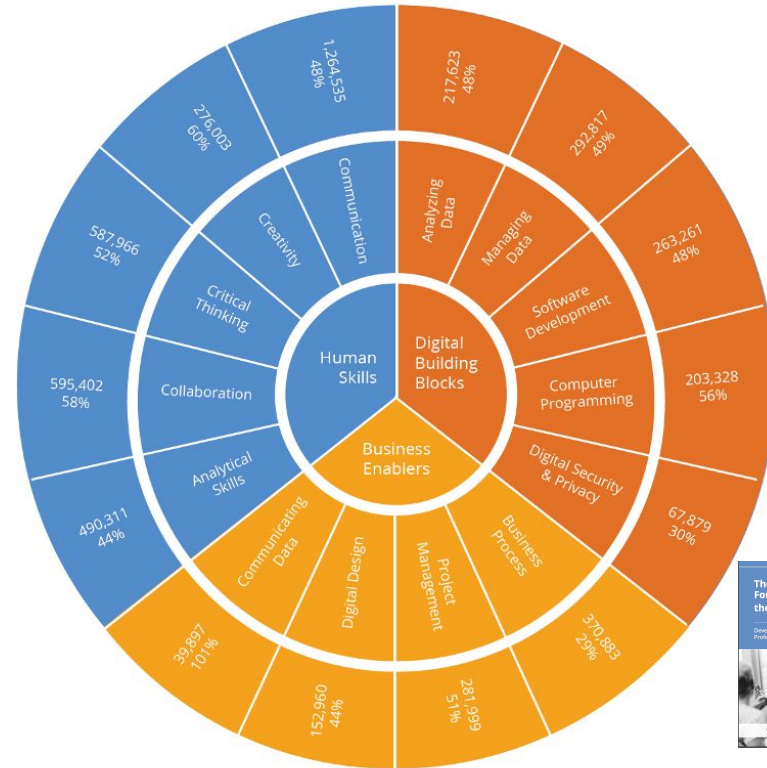
Skills Transformation Approach

Identifying the skills learners need to succeed

The digital economy increasingly hinges on a **new set of foundational skills**

--

Every working person will need a **combination of digital building blocks, business enablers, and human skills** - plus an agile / growth mindset



Meeting workers' skills needs - wherever they are

To limit decision fatigue by displaced workers, streamline delivery for workforce staff, and anchor upskilling to areas of industry demand, collections of courses have been curated for:



Job Readiness

Language, communication, self management, and essential skills training to be considered “job ready”



Displaced Worker Retraining

Collections designed to help a worker train for an entry-level role in a field of high demand



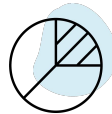
Entrepreneurship

A collection aimed at displaced small business owners, gig and independent workers



“Bridge” to Postsecondary Training

Courses aligned to Common Curriculum subjects for high school seniors and community colleges



“Macro” Digital Literacy

Courses designed for population-wide proficiency in emerging technologies, data, and digital transformation



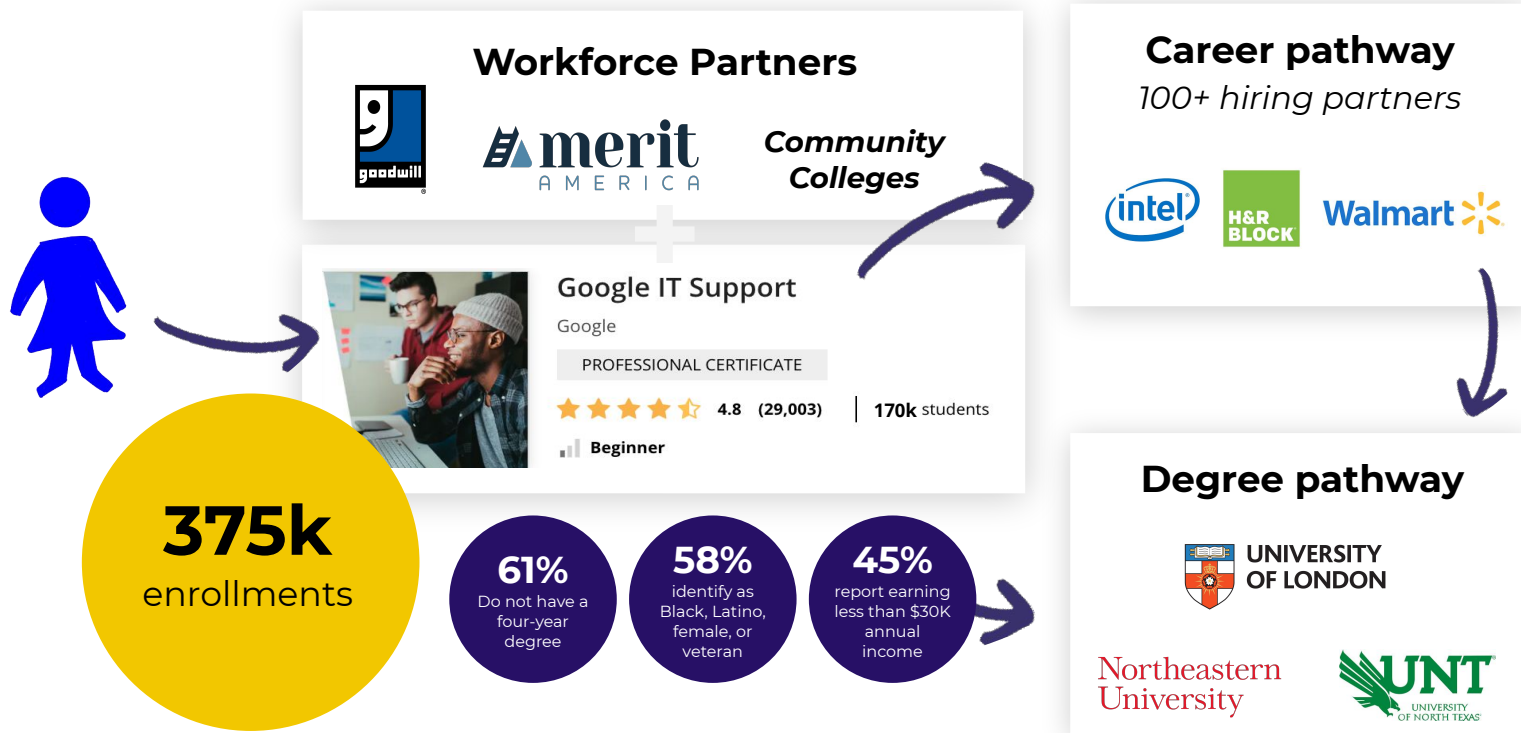
Job Search Self-Care

Courses aimed at promoting resiliency for the out-of-work, and making the work search effective

ITEM 12.1.

Gateway credentials provide entry-level job skills

ATTACHMENT 3

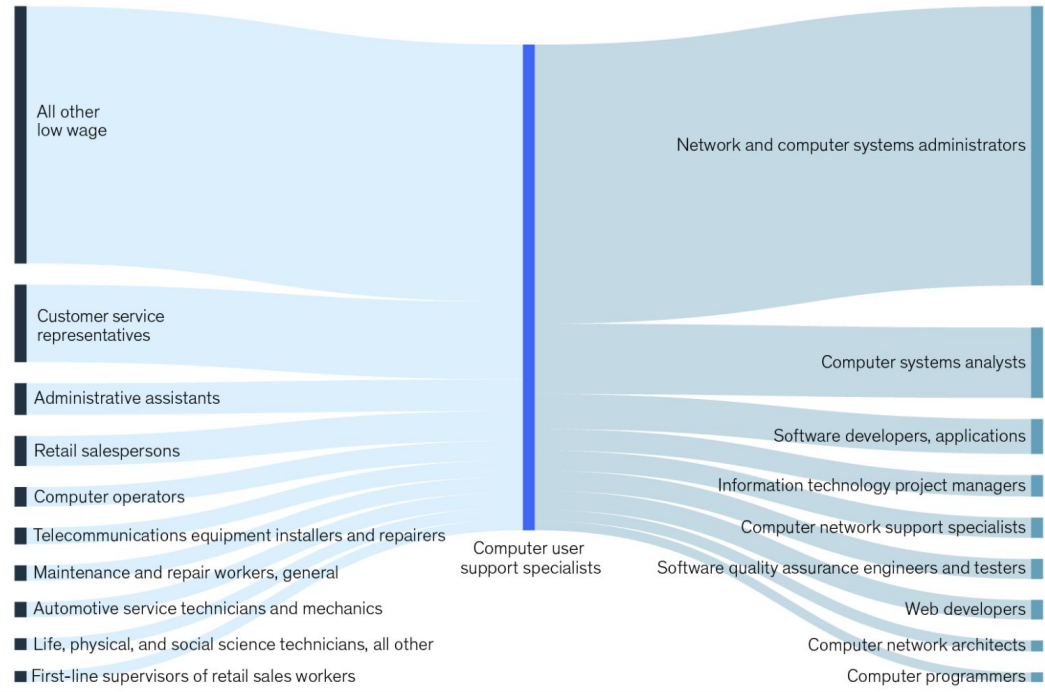


ITEM 12.1. Coursera certificates **support economic mobility**

ATTACHMENT 3

Workers can progress from low-wage jobs through a “gateway job” (like IT support) to higher-wage jobs

Number of job transitions by occupation



Source: EMSI, McKinsey analysis

ITEM 12.1. Coursera Professional Certificates are **expanding rapidly**

ATTACHMENT 3

GATEWAY CERTIFICATES

	Google IT Support
	IBM Cybersecurity Analyst
	IBM Data Analyst (Python)
	IBM Data Science
	Salesforce / SV Academy Sales Development Rep
	Facebook Social Media Marketing Professional
	Google Project Manager
	Google UX Designer
	Google Data Analyst (R)

ANALYTICS / DATA

	SAS Visual Business Analytics
	SAS Programmer
	IBM Data Analytics w/ Excel and R
	IBM Applied AI
	IBM AI Engineering
	IBM Machine Learning
	Google IT Automation with Python
	Data Engineering with Google Cloud
	DeepLearning.AI TensorFlow Developer

TECHNOLOGY

	ISC^2 Systems Security Certified Practitioner
	IBM z/OS Mainframe Support
	IBM Full Stack Cloud Dev
	Google Cloud Architecture
	Google Cloud Engineering

BUSINESS / OPERATIONS

	Salesforce Sales Operations
	UCI Project Management Professional (PMP)
	ASU TESOL Professional
	ICPM Certified Supervisor

C

ITEM 12.1.

Example Content Pathway

From Hospitality to Sales

ATTACHMENT 3



Sarah, Hotel Reservationist

Was furloughed and then subsequently **laid off from her job** at a national hotel chain. She needs a new job, perhaps one with better career potential and economic mobility.



ITEM 12.1. Skills Transformation helps clients **align online learning content to your workforce strategy** and labor market needs

ATTACHMENT 3

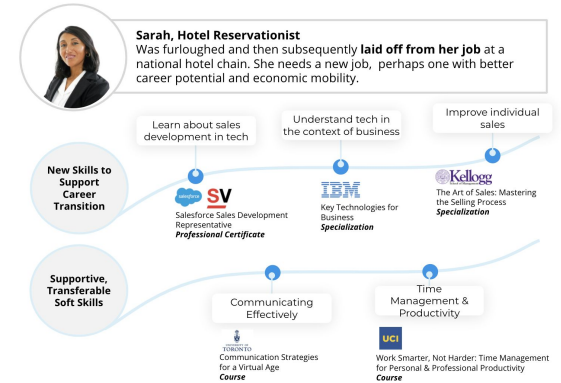
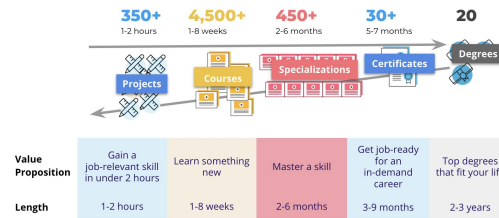
We start with your sector strategies and reskilling plan as inputs...

...then we curate content to align to job-ready skills and workforce development priorities...

...resulting in programs that reskill displaced workers and support economic mobility.



WORKFORCE
/ ECON DEV
STRATEGIC
PLANS



ITEM 12.1. Online reskilling can **support economic recovery**

ATTACHMENT 3



Stabilize anchor institutions & ED investments

- Campuses can **facilitate cost containment and remote instruction** while preserving quality for students
- Flexible **reskilling bundled with econ dev services** can yield a larger ROI, enhance equity



Strengthen the labor shed with in-demand skills

- Training efforts can be **customized to the current and future skills** needed by industry
- Unemployed and displaced workers can **avoid skills erosion and upskill at scale** for better jobs



Stimulate BRE and resident attraction / retention efforts

- **Signal to site selectors, employers, and residents** a commitment to a skilled workforce
- Provide **reskilling as a business service** within attraction, retention, expansion, and rapid response efforts



Support Small Businesses & Neighborhoods

- Help SMEs upskill workers to retain talent, win more work, and **support a robust local ecosystem**
- Libraries and wkdev intermediaries can **provide leverage, scale, and impact** to your workforce investments

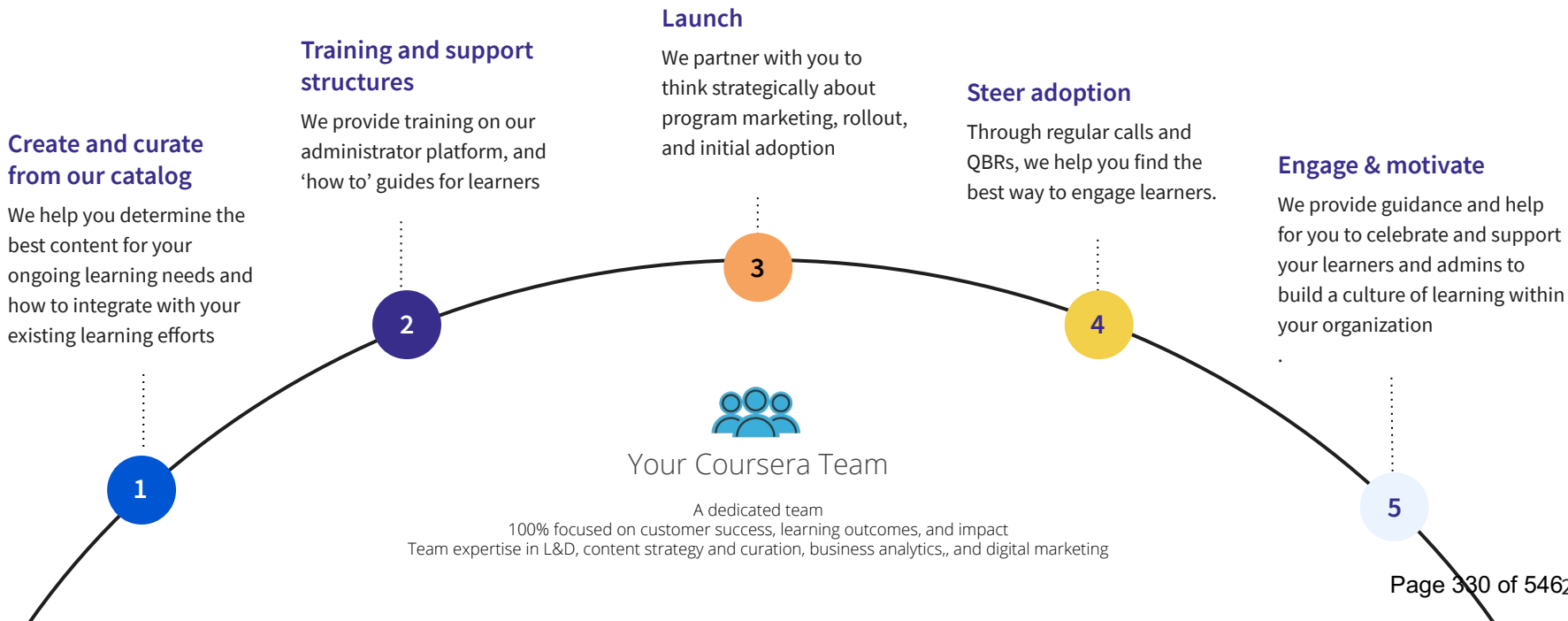
Partnership Success Team

ITEM 12.1.

ATTACHMENT 3

How we work with you

We're here with you every step with the tools, materials, and team needed to support you.



Case studies in Customer Success



High-level public announcement / PR campaign

Enabled local workforce boards to get necessary name/email/system data for invites

Active ownership decentralized to local workforce boards

Facilitated initial group training for local admins and then weekly open office hours

Active input into skill track curations to align with target audiences

Ensured high and wide awareness and buy-in for program launch and ongoing updates

Ensured sufficient invitations were sent and follow-ups done to drive enrollments

Connect to other partners (agencies and learner-facing) that engage, invite, support

Track metrics rigorously to ensure progress

Integration with other sites that target audience used (e.g., for job seeking)



Thank you

Workforce Development - Content Pathway Recommendations			
6/18/2021			
Business Reason			
Coursera's recent work with governments around the world has surfaced a need to holistically support workforce development and economic development partnerships between national, state, and local governments with NGOs, postsecondary and K-12 educators, and the private sector. The collections presented here package Coursera content appropriate for workforce development use cases by a.) job-ready skills collections, b.) occupational roles and business functions, and c.) by collections designed with industry foci in mind. The collections are designed to be extensible across a variety of regional geographies, though some customization may be needed for foreign language speakers and developing economic contexts.			
How courses are selected			
We map courses to your specific needs using our Skills Graph, an internal machine learning engine that matches skills to courses using data from our work with over 2,400 enterprise customers and 70+ million learners			
We make recommendations based on topic relevance, skills learned, course popularity (enrollments), and course quality (star rating).			
General Use Workforce Development / Job Readiness Collections (Spanish curations available on separate tab)			
Group	Skill	Collection	# of Courses
Job Readiness	Core Job Ready Skills	Futureproof: Job-Ready Skills	8
Job Readiness	Core Job Ready Skills	Be Business Ready	10
Job Readiness	Communication	Effective Professional Communication	7
Job Readiness	Self Awareness / Self Regulation	Gain Confidence Through a Growth Mindset	6
Job Readiness	Personal Branding	Become the Best Version of You	8
Job Readiness	Job Search	Job Search Game Plan	12
Digital Literacy	Basic Computer Literacy	Conversant With Computers	4
Digital Literacy	Office Productivity Software	Proficiency With Office Software	13
Digital Literacy	Excel	Building Your Excel Expertise	10
Digital Literacy	Data Literacy	Data Literacy for Everyone	11
Digital Literacy	Mathematics	Math Refresher for the Future of Work	9
Digital Literacy	Web Development	Intro to Web Design	5
Digital Literacy	Basic Software Programming	Software Development - Learn How to Code	9
Digital Literacy	Emerging Technology	Understanding Our Digital Future	9
Digital Literacy	Computer Science	Computer Science Fundamentals	9
Digital Literacy	Data Analysis	Data Science Fundamentals	7

ITEM 12.1.

ATTACHMENT 3

Business English	Business English	Business English Basics	7	
Business English	Business English	Advanced Topics in Business English	8	
Entrepreneurship	Starting a Business	Starting Your Own Business	7	
Entrepreneurship	Small Business Operations	Operating a Small Business Enterprise	10	
Entrepreneurship	Small Business Operations	Tools and Accelerators for Small Business	29	
Entrepreneurship	Pivoting / Digitalizing Small Business Operations	Taking Your Small Business Digital	14	
Personal Finance	Personal Finance and Money Management	Personal Finance and Money Management	10	
Career Management	Career Management	Lifelong Career Management	7	
TOTAL			229	
Occupational / Role-Based Collections (supporting entry-level through managerial progression in high-demand and digital roles)				
Function	Group	Role	Occupation	# of Courses
Management	Management	Supervisory / Managerial	Supervisors and Managers (Industry-Agnostic)	11
Sales / BD	Sales	Entry-Level	Sales Development Representative / SDR	7
Sales / BD	Sales	Experienced Hire / Intermediate	Account Executive	9
Sales / BD	Sales	Supervisory / Managerial	Account Director	8
Sales / BD	Business Development	Experienced Hire / Intermediate	Customer Relationship Manager	9
Sales / BD	Business Development	Experienced Hire / Intermediate	Business Development Executive	10
Customer Support	Customer Support	Entry-Level	Customer Support Representative	11
Information Technology	Technology Support	Entry-Level	IT Support Specialist	5
Information Technology	Technology Support	Experienced Hire / Intermediate	Systems Administrator	6
Information Technology	Technology Support	Supervisory / Managerial	Business Information Technology Manager	9
Information Technology	Project Management	Experienced Hire / Intermediate	IT Project Manager	10
Information Technology	Project Management	Supervisory / Managerial	Digital Product Project Manager	6
Information Technology	Software Development	Entry-Level	Software Quality Assurance Analyst	17
Information Technology	Software Development	Entry-Level	Programming Analyst	8
Information Technology	Software Development	Entry-Level	User Experience / User Interface Designer	8
Information Technology	Software Development	Experienced Hire / Intermediate	Software Developer	9
Information Technology	Software Development	Experienced Hire / Intermediate	Web Developer	9
Information Technology	Software Development	Supervisory / Managerial	Digital Product Manager	9
Information Technology	Cloud Computing	Entry-Level	Cloud-Aware IT Professional	6
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Network Administrator	17
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Architect - Alibaba	4
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Architect - AWS	7
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Architect - Azure	10

ITEM 12.1.

ATTACHMENT 3

Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Architect - GCP	9
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud Network Administrator	17
Information Technology	Cloud Computing	Experienced Hire / Intermediate	Cloud App Developer	14
Information Technology	Cloud Computing	Experienced Hire / Intermediate	DevOps Engineer	10
Information Technology	Cybersecurity	Entry-Level	Cybersecurity Analyst	8
Information Technology	Cybersecurity	Experienced Hire / Intermediate	Cybersecurity Manager	9
Data & Analytics	Data Analytics / Data Science	Entry-Level	Data Analyst (Python Focus)	8
Data & Analytics	Data Analytics / Data Science	Entry-Level	Data Analyst (R Focus)	8
Data & Analytics	Data Analytics / Data Science	Experienced Hire / Intermediate	Data Science Specialist	9
Data & Analytics	Data Analytics / Data Science	Experienced Hire / Intermediate	AI / ML Engineer	11
Data & Analytics	Data Analytics / Data Science	Experienced Hire / Intermediate	Data Engineer	13
Data & Analytics	Data Analytics / Data Science	Supervisory / Managerial	Data Leader	10
Data & Analytics	Data Analytics / Data Science	Supervisory / Managerial	Business Intelligence Manager	11
Strategy & Operations	Business Analysis	Entry-Level	Business Analyst	9
Strategy & Operations	Business Analysis	Experienced Hire / Intermediate	Business Operations Specialist	7
Strategy & Operations	Business Analysis	Supervisory / Managerial	Operations Manager	6
Strategy & Operations	Business Analysis	Supervisory / Managerial	Corporate Strategy Manager	13
Strategy & Operations	Business Transformation	Experienced Hire / Intermediate	Process Improvement Specialist	12
Strategy & Operations	Business Transformation	Supervisory / Managerial	Business Transformation Manager	10
Project Management	Project Management	Entry-Level	Project Coordinator	10
Project Management	Project Management	Experienced Hire / Intermediate	Construction / Capital Projects Manager	7
Finance & Accounting	Accounting	Entry-Level	Bookkeeper	12
Finance & Accounting	Accounting	Entry-Level	Accountant	13
Finance & Accounting	Accounting	Experienced Hire / Intermediate	Budget Analyst	14
Finance & Accounting	Finance	Experienced Hire / Intermediate	Finance Analyst	12
Finance & Accounting	Finance	Experienced Hire / Intermediate	Investment Analyst	13
Finance & Accounting	Finance	Experienced Hire / Intermediate	Mergers & Acquisitions Specialist	17
Finance & Accounting	Finance	Supervisory / Managerial	Corporate Finance Manager	11
Supply Chain & Logistics	Procurement & Strategic Sourcing	Entry-Level	Procurement / Sourcing Analyst	9
Supply Chain & Logistics	Supply Chain Management	Supervisory / Managerial	Logistics / Supply Chain Manager	14
Marketing & Communications	Marketing	Entry-Level	Content Marketing Specialist	12
Marketing & Communications	Marketing	Entry-Level	Social Media Marketer	9
Marketing & Communications	Marketing	Experienced Hire / Intermediate	Digital Marketing Specialist	8
Marketing & Communications	Marketing	Experienced Hire / Intermediate	Market Research / Marketing Insights Spec	7
Human Resources / Talent	Human Resources	Entry-Level	HR Coordinator	15
Human Resources / Talent	Human Resources	Supervisory / Managerial	HR Manager	14

ITEM 12.1.

ATTACHMENT 3

Admin & Legal	Legal	Entry-Level	Legal Assistant / Compliance Officer	22
Admin & Legal	Administrative Support Services	Entry-Level	Administrative Assistant	16
Admin & Legal	Administrative Support Services	Experienced Hire / Intermediate	Executive Assistant	19
Healthcare	Healthcare Administration	Entry-Level	Healthcare Analyst	4
Healthcare	Healthcare Administration	Entry-Level	Health IT Support Specialist	8
Healthcare	Healthcare Administration	Experienced Hire / Intermediate	Healthcare Administration Consultant	10
Healthcare	Healthcare Administration	Experienced Hire / Intermediate	Healthcare Quality Assurance Specialist	12
Healthcare	Allied Health	Entry-Level	Healthcare Specialist - Medical Assistant Pr	7
Healthcare	Allied Health	Entry-Level	EMT (Emergency Medical Technician)	6
Healthcare	Allied Health	Entry-Level	Pharmacy Technician	N/A - TBD NOT
Education	Education (K-12)	Experienced Hire / Intermediate	Classroom Aide / Teaching Assistant	17
Education	Education (K-12)	Experienced Hire / Intermediate	School Teacher (CE)	20
Education	Education (K-12)	Experienced Hire / Intermediate	Virtual School Teacher (CE)	7
Services	Hospitality / Tourism	Supervisory / Managerial	Hotel Supervisor	13
TOTAL				757
Industry-Focused Collections (thematics collections aligned to sectoral initiatives / regional economic development priorities / core industries)				
Industry	Sub-Sector	Skills Group Aligned to Sector Growth Collection		# of Courses
Advanced Manufacturing	Advanced Manufacturing - General	Design	Computer Aided Design	10
Advanced Manufacturing	Advanced Manufacturing - General	Digital Manufacturing	Digital Manufacturing	10
Advanced Manufacturing	Advanced Manufacturing - General	Internet of Things	IoT for Advanced Manufacturing	12
Advanced Manufacturing	Advanced Manufacturing - General	Production Automation	Robotics	7
Advanced Manufacturing	Advanced Manufacturing - General	Production Automation	Robotic Process Automation	5
Advanced Manufacturing	Advanced Manufacturing - General	Process Optimization	Lean / Six Sigma	10
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Aerospace	Aerodynamics	4
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Engineering	Materials Science	7
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Design	Computer Aided Design	13
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Digital Manufacturing	Digital Manufacturing	10
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Internet of Things	IoT for Advanced Manufacturing	12
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Production Automation	Robotics	7
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Production Automation	Robotic Process Automation	4
Advanced Manufacturing	Advanced Manufacturing - Aerospace	Process Optimization	Lean / Six Sigma	10
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Aerospace Engineering	Aerospace Innovation	8
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Mechanics & Engineering Systems	Applied Physics	5

ITEM 12.1.

ATTACHMENT 3

Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Mechanics & Engineering Systems	Mechanics of UAVs	5
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Advanced Manufacturing	Computer-Aided and Generative Design	9
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Advanced Manufacturing	Digital Manufacturing & Design Technology	13
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Homeland Security	UAVs for Security	7
Advanced Manufacturing	Advanced Manufacturing - Aerospace & Defense	Process Optimization	Process Optimization: Lean / Six Sigma	11
Advanced Manufacturing	Sensor Technology	Electrical Systems	Sensor Software & Hardware Assembly	9
Advanced Manufacturing	Sensor Technology	Geographical Information Systems	Geographic Information Systems	9
Advanced Manufacturing	Sensor Technology	Emerging Technologies	Internet of Things / Embedded Systems	13
Advanced Manufacturing	Sensor Technology	Software	Secure Software Design & Testing	11
Advanced Manufacturing	Sensor Technology	Emerging Technologies	Cybersecurity	8
Advanced Manufacturing	Optics, Photonics, and Imaging	Optics	Active Optical Devices	8
Advanced Manufacturing	Optics, Photonics, and Imaging	Optics	Applied Optics & Imaging	9
Advanced Manufacturing	Optics, Photonics, and Imaging	Imaging & Design	User Research & Product Design	13
Advanced Manufacturing	Optics, Photonics, and Imaging	Imaging & Design	Digital Design & Manufacturing	9
Advanced Manufacturing	Optics, Photonics, and Imaging	Advanced Manufacturing	Process Optimization: Lean / Six Sigma	10
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Materials Science	Materials Science	8
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Mechanical Engineering	Fundamentals of Mechanical Engineering	7
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Mechanical Engineering	CAD / CAM for Mechanical Engineering	4
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Mechanical Engineering	Career Development for Engineers	6
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Manufacturing	Supply Chain Management	10
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Design	Computer Aided Design	13
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Digital Manufacturing	Digital Manufacturing	10
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Internet of Things	IoT for Advanced Manufacturing	12
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Production Automation	Robotics	7
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Production Automation	Robotic Process Automation	4
Advanced Manufacturing	Advanced Manufacturing - Materials and Machine	Process Optimization	Lean / Six Sigma	10
Advanced Manufacturing	Advanced Manufacturing - Transportation Equipm	Mechanical Engineering	Fundamentals of Mechanical Engineering	8
Advanced Manufacturing	Advanced Manufacturing - Transportation Equipm	Mechanical Engineering	CAD / CAM for Mechanical Engineering	8
Advanced Manufacturing	Advanced Manufacturing - Transportation Equipm	Mechanical Engineering	Career Development for Engineers	6
Advanced Manufacturing	Advanced Manufacturing - Transportation Equipm	Autonomous Vehicles	Intro to Autonomous Vehicles	13
Advanced Manufacturing	Advanced Manufacturing - Semiconductors	Semiconductors	Semiconductor Design	7
Agribusiness	Food & Agriculture	Agriculture	Macro Concepts in Agriculture	6
Agribusiness	Food & Agriculture	Food & Beverage	Food & Beverage Management	8
Agribusiness	Food & Agriculture	Sustainability	Agricultural Sustainability	7
Agribusiness	Food & Agriculture	Data-Driven Decision Making	Managerial Economics and Business Analy	7
Agribusiness	Food & Agriculture	Data-Driven Decision Making	Big Data & Analytics	6

ITEM 12.1.

ATTACHMENT 3

Agribusiness	Food & Agriculture	Supply Chain	Supply Chain Optimization	11
Business & Professional Serv	Corporate & Business Strategy	Corporate Strategy	Corporate Strategy: Playing to Win	10
Business & Professional Serv	Enterprise Performance	Digital Transformation	Digital Transformation of Business	7
Business & Professional Serv	Enterprise Performance	Digital Transformation	Optimizing Enterprise IT	9
Business & Professional Serv	Enterprise Performance	Business Process Improvement	Business Process Improvement	11
Business & Professional Serv	Research & Development	Innovation	Seeing Around Corners: Futures Thinking fo	10
Business & Professional Serv	Research & Development	Innovation	From Idea to Invention: Bringing Innovation	14
Business & Professional Serv	Research & Development	Innovation	Protecting Business Innovations	10
Business & Professional Serv	Research & Development	Corporate Entrepreneurship	Corporate Entrepreneurship	5
Construction	Construction	Project Management	Construction Project Management	8
Defense / Homeland Security	Defense & Homeland Security	Defense	Cybersecurity for Government	12
Defense / Homeland Security	Defense & Homeland Security	Defense	Terrorism	3
Defense / Homeland Security	Defense & Homeland Security	Homeland Security	Homeland Security & Cybersecurity	7
Education Services	Education - General	Education - General	Professional Development for Educators	11
Education Services	Education - General	Education - General	Upskilling for Educators About Disruptive Te	10
Education Services	Education - General	Primary / K-12 Education	Teaching Resources for K-12 / Primary Sch	12
Education Services	Education - General	Primary / K-12 Education	Teaching About Technology in K-12 / Prima	7
Education Services	Education - General	Postsecondary / Higher Ed	Resources for Postsecondary Educators	13
Education Services	Education - General	Hybrid / Online Learning Modalities	Getting Started with Hybrid / Online Learnin	11
Education Services	Education - General	Special Education / SEL	Social-Emotional Learning (SEL)	8
Education Services	Education - General	Special Education / SEL	Topics in Special Education	8
Education Services	Education - General	ESL / TESOL	Teaching English as a Second Language (T	17
Energy & Utilities	Energy Industry	Energy	Overview of Energy and Utilities	13
Energy & Utilities	Alternative and Renewable Energy	Renewable Energy	Alternative and Renewable Energy Technol	15
Energy & Utilities	Energy Operations and Innovation	Cloud Migration	Cloud Computing to Transform the Busines	11
Energy & Utilities	Energy Operations and Innovation	RPA / IoT	Robotic Process Automation and IoT	14
Energy & Utilities	Energy Operations and Innovation	Big Data	Big Data Management & Data Engineering	10
Energy & Utilities	Energy Operations and Innovation	Data Analytics	Predictive Analytics and Data Science at Sc	9
Finance	Financial Services	Finance Basics	Fundamentals of Economics	5
Finance	Financial Services	Finance Basics	Financial Literacy and Numeracy	4
Finance	Financial Services	Finance Basics	Finance Fundamentals	5
Finance	Financial Services	Financial Management	Financial Management	7
Finance	Financial Services	Corporate Finance	Corporate Finance	5
Finance	Financial Services	Portfolio & Wealth Management	Portfolio Management	8
Finance	Financial Services	Emerging Technology in Finance	Digital Transformation in Finance	9
Finance	Financial Services	FinTech	FinTech	8

ITEM 12.1.

ATTACHMENT 3

Finance	Financial Services	Entrepreneurial Finance / Startups	Entrepreneurial Finance and Startups	8
Food & Beverage Services	Food & Beverage	Food & Beverage	Food & Beverage Management	8
Government / Public Administ	Government	Public Policy & Policy Analysis	Policy Analysis and Design	18
Government / Public Administ	Government	Public Policy & Policy Analysis	Topics in Global Policy	26
Government / Public Administ	Government	Service Design / HCD	Public Sector Service Design	13
Government / Public Administ	Government	Digital Literacy	Public Sector Data Skills	24
Government / Public Administ	Government	Social Work	Social Work	9
Government / Public Administ	Government	Public Health	Public Health & Epidemiology	12
Government / Public Administ	Government	Law Enforcement	Criminal Justice & Law Enforcement	12
Healthcare & Life Sciences (H	Life Sciences	Life Sciences Innovation	Life Sciences Industry Insights	5
Healthcare & Life Sciences (H	Life Sciences	Life Sciences Innovation	Life Sciences Business Insights	11
Healthcare & Life Sciences (H	Life Sciences	Health IT	Health Informatics	5
Healthcare & Life Sciences (H	Life Sciences	Data Science	Biostatistics	4
Healthcare & Life Sciences (H	Life Sciences	Data Science	Executive Data Science	5
Healthcare & Life Sciences (H	Life Sciences	Data Science	Data Science	14
Healthcare & Life Sciences (H	Life Sciences	Data Science	R Programming for Data Science in Health	5
Healthcare & Life Sciences (H	Life Sciences	Data Science	Genomics Data Science	8
Healthcare & Life Sciences (H	Healthcare	Public Health	Epidemiology	8
Healthcare & Life Sciences (H	Healthcare	Public Health	Public Health in Practice	7
Healthcare & Life Sciences (H	Healthcare	Public Health	Data Analysis for Public Health	8
Healthcare & Life Sciences (H	Healthcare	Public Health	Global Health	12
Healthcare & Life Sciences (H	Healthcare	Health Care Systems	Healthcare Systems Overview	7
Healthcare & Life Sciences (H	Healthcare	Healthcare Innovation	Healthcare Innovation	7
Healthcare & Life Sciences (H	Healthcare	Healthcare Administration	Healthcare Operations	4
Healthcare & Life Sciences (H	Healthcare	Health IT	Health IT Support	5
Healthcare & Life Sciences (H	Healthcare	Health IT	Healthcare Data Literacy	4
Healthcare & Life Sciences (H	Healthcare	Health IT	Health Informatics	5
Healthcare & Life Sciences (H	Healthcare	Healthcare Delivery	Healthcare Quality	13
Human Resources	Human Resources	Human Resources	Human Resource Management	11
Human Resources	Human Resources	Human Resources	HR Operations	8
Human Resources	Human Resources	Human Resources	Learning & Development	5
Information Technology	Information Technology - General	Emerging Technologies	Emerging Technologies	6
Information Technology	Information Technology - General	Emerging Technologies	Tech Innovation in Business	6
Information Technology	Information Technology - General	Information Systems	Information Systems	4
Information Technology	Information Technology - General	IT Support & Automation	IT Support and Beyond with Google	11
Information Technology	Information Technology - General	Networking & Infrastructure	Cloud Computing	9

ITEM 12.1.

ATTACHMENT 3

Information Technology	Information Technology - General	Software Engineering	Software Engineering	22
Information Technology	Information Technology - General	Cybersecurity	IBM Cybersecurity Analyst	8
Information Technology	Information Technology - General	Cybersecurity	Cybersecurity	8
Information Technology	Information Technology - General	Data Analytics	Big Data	5
Information Technology	Information Technology - General	Data Analytics	Data Science	9
Information Technology	Research & Development	Innovation	Seeing Around Corners: Futures Thinking for	10
Information Technology	Research & Development	Innovation	From Idea to Invention: Bringing Innovation	14
Information Technology	Research & Development	Innovation	Protecting Business Innovations	10
Information Technology	Research & Development	Corporate Entrepreneurship	Corporate Entrepreneurship	5
Information Technology	Digital Products Design & Management	Digital Product Design	Design Thinking for Startups	7
Information Technology	Digital Products Design & Management	Digital Product Management	Digital Product Management	10
Information Technology	Digital Products Design & Management	Digital Product Management	Agile Methods in Product Management	5
Information Technology	Software and App Development	Software Development	Collaborative Software Development	7
Information Technology	Software and App Development	Software Development	Software Engineering / SDLC	8
Information Technology	Software and App Development	Software Development	iOS App Development	6
Information Technology	Software and App Development	Software Development	Android App Development	7
Information Technology	Internet Technology & Cybersecurity	Internet Technology and IoT	Internet Technology and the IoT	13
Information Technology	Internet Technology & Cybersecurity	Distributed Ledgers / Blockchain	Blockchain Technology and its Applications	12
Information Technology	Internet Technology & Cybersecurity	Cybersecurity	IBM Cybersecurity Analyst	8
Information Technology	Internet Technology & Cybersecurity	Cybersecurity	Cybersecurity	8
Information Technology	Creative Digital Industries	Digital Gaming	Digital Gaming Art and Design	9
Information Technology	Creative Digital Industries	Digital Gaming	Video Game Development	9
Information Technology	Creative Digital Industries	Digital Gaming	E-Sports	3
Information Technology	Creative Digital Industries	Digital Music	Digital Music Production	12
Information Technology	Creative Digital Industries	Digital Marketing	Digital Marketing	6
Information Technology	Creative Digital Industries	Digital Marketing	Digital Advertising	4
Information Technology	Creative Digital Industries	Digital Marketing	Search Engine Optimization	5
Information Technology	Creative Digital Industries	Digital Marketing	Social Media Marketing	5
Logistics & Transportation	Transportation	Transportation Innovation	Next Gen Transportation & Mobility	8
Logistics & Transportation	Logistics	Supply Chain	Supply Chain Management	10
Logistics & Transportation	Logistics	Supply Chain	Supply Chain Analytics & Optimization	6
Media & Entertainment	Creative Industries	Design	Creativity	10
Media & Entertainment	Creative Industries	Design	Design Thinking	7
Media & Entertainment	Creative Industries	Design	User Experience Research and Design	12
Media & Entertainment	Creative Industries	Design	Graphic Design	9
Media & Entertainment	Creative Industries	Web Development & Online Experiences	Crash Course in Web & App Development	0

ITEM 12.1.

ATTACHMENT 3

Media & Entertainment	Creative Industries	Web Development & Online Experiences	Advanced Course in Web & App Development	0
Media & Entertainment	Creative Industries	Gaming	Video Game Art & Design	10
Media & Entertainment	Creative Industries	Gaming	Video Game Development	5
Media & Entertainment	Creative Industries	Marketing & Branding	Branding and E-Marketing	7
Media & Entertainment	Creative Industries	Marketing & Branding	Digital Marketing	11
Media & Entertainment	Creative Industries	Visual Arts	Visual Arts & Fashion	6
Media & Entertainment	Creative Industries	Visual Arts	Photography	9
Media & Entertainment	Creative Industries	Content & Publishing	Copy Writing & Editing	6
Media & Entertainment	Creative Industries	Content & Publishing	Storytelling	10
Media & Entertainment	Creative Industries	Music	Hone Your Craft and Create Music	8
Media & Entertainment	Creative Industries	Music	Make and Produce Professional Music	10
Media & Entertainment	Creative Industries	Music	Teach Music to Others Online	0
Media & Entertainment	Creative Industries	Arts & Cultural Administration	Arts Administration, Education, and Therapy	0
Nonprofit / Social Impact	Nonprofit Operations	Nonprofit Governance	Nonprofit Leadership & Governance	9
Nonprofit / Social Impact	Nonprofit Operations	Nonprofit Finance	Nonprofit Fundraising & Development	8
Nonprofit / Social Impact	Nonprofit Operations	Nonprofit Strategy	Nonprofit Strategy & Service Delivery	10
Nonprofit / Social Impact	Nonprofit Operations	Nonprofit Operations	Nonprofit Operations	15
Nonprofit / Social Impact	Nonprofit Operations	Nonprofit Operations	Nonprofit Marketing & Communications	15
Nonprofit / Social Impact	Social Impact	Policy, Advocacy and Lobbying	Social Impact Advocacy	7
Nonprofit / Social Impact	Social Impact	Capacity-Building	Capacity-Building	15
Nonprofit / Social Impact	Social Impact	Social Justice	Social Justice	14
Nonprofit / Social Impact	Social Impact	Social Entrepreneurship	Social Entrepreneurship	8
Sustainability	Climate Change	Climate Change	Context on Climate Change	12
Sustainability	Climate Change	Climate Change	Climate Change and the Green Economy	11
Sustainability	Clean Energy	Renewable Energy	Renewable Energy	11
Sustainability	Clean Energy	Sustainability	Sustainable Systems	11
Sustainability	Urban Sustainability	Urban Studies	Understanding Cities	6
Sustainability	Urban Sustainability	Urban Innovation	Urban Innovation	4
Sustainability	Urban Sustainability	Urban Transportation / Mobility	Urban Transportation & Mobility	5
Sustainability	Urban Sustainability	Project Management	Project Management for Civil Engineers	7
Sustainability	Urban Sustainability	Social & Economic Policy	Economic & Social Policy	11
Telecommunications	Telecommunications	Disruptive / Emerging Tech	Disruptive Technology for Telecommunications	7
Telecommunications	Telecommunications	Internet of Things	IoT for Telecommunications	11
Telecommunications	Telecommunications	Big Data / Artificial Intelligence	Industrial AI Solutioning	11
Telecommunications	Telecommunications	Big Data / Artificial Intelligence	Business Transformation Through AI	10
Tourism & Hospitality	Tourism	Place Marketing	Interaction Design	7

ITEM 12.1.**ATTACHMENT 3**

Tourism & Hospitality	Tourism	Place Marketing	Place Branding	6
Tourism & Hospitality	Tourism	Place Marketing	Place Marketing	8
Tourism & Hospitality	Tourism	Marketing	Digital Marketing	6
Tourism & Hospitality	Tourism	Marketing	Social Media Marketing	5
Tourism & Hospitality	Tourism	Hospitality & Tourism	The Art of Sales & Customercentricity	10
Tourism & Hospitality	Tourism	Hospitality & Tourism	Hotel & Hospitality Management	8
TOTAL				1756

City of Rancho Cordova Economic Development's Department

To:

Amanda Norton,
Economic Development Manager
City of Rancho Cordova,
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Proposal from:

DP Global Solutions LLC.,
Contact: Surender Devarapalli
Email: surrender.devarapalli@dpglobalsolutions.com
phone no: +1- (571) 215 – 2338
www.dpglobalsolutions.com
12051, Mallard Lake Way,
Rancho Cordova, CA 95742

Authorized Individual: Surender Devarapalli,
CEO
DP Global Solution LLC.,

LETTER OF INTRODUCTION

To:

Amanda Norton,
Economic Development Manager
City of Rancho Cordova,
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Sub: Response to the Workforce Development on latest Cloud Technologies

Thank you for the opportunity to work with the City of Rancho Cordova. DP Global Solutions is Rancho Cordova based business dedicated to service the community and corporations with the growing need of high skilled workforce.

DP Global solutions delivers customized and interactive consulting technical solutions to client's unique organizational technical requirements which helps to align their strategic vision. DP Global solutions recruit, develop, deploy the next generation of engineers on the highly demand technological solutions like Application Development, Cloud computing, Data Sciences, Cyber Security, and Software Quality assurance and enable them to be compete in market.

As part of the work force development proposal DP Global solutions will recruit potential resources in the city of rancho Cordova, with the help of grant funds and train them in one or more of these high demand technologies like Application development, Cloud Computing, DevOps, Data Science, Cybersecurity, and Software Quality assurance programs and get them industry recognized certifications. For this Proposal we are proposing **Amazon Webservices-AWS Cloud Computing Practitioner Certification training**, this workforce development programs will meet the growing needs of high skilled workforce in the cloud computing.

AWS -Fastest Growing Public Cloud in the World. AWS was officially launched in 2006 and there were around 180,000 developers on the platform by 2007. By 2015, AWS revenue was \$6Billion USD per annum and since then revenues have doubled and are growing at an exponential rate. AWS enjoys the advantage of 7-year head start before facing like-minded competition, and since then the team has never slowed down. AWS is continuously boosting its growth every quarter. AWS expanded by 42% in third quarter of 2017 which increased to 45% in fourth quarter and then 49% in first quarter of 2018. The fastest growing AWS products used by customers include data crunching tool Amazon EMR (Elastic MapReduce) growing at a compound annual growth rate of 24%, network monitoring offering Amazon CloudWatch growing at a compound annual growth rate of 23%, and serverless product AWS Lambda growing at a compound annual growth rate of 18%. Considering AWS' huge lead, if the current trends continue, we are likely to witness remarkable acceleration in AWS growth in future.

Rancho Cordova's proposed work force development program will help eliminates the skills gap by putting resources through intensive and continuous training by creating exclusive talent pools that are custom trained to meet technology needs and corporation's business goals. Our workforce development curriculum specifically designed for real-world systems and environments, which will help the trained resources to ramp up quickly and integrate with any of corporation's existing teams this will help increasing productivity from day one. This will be very cost effective for the Corporations

as our approach will eliminates employers' costs for recruiting, training, and retaining skilled technology talent.

Rancho Cordova's proposed work force development program will help eliminates the skills gap by putting recourse through intensive and continuous training by creating exclusive talent pools that are custom trained to meet technology needs and corporation's business goals. Our workforce development curriculum specifically designed for real-world systems and environments, which will help the trained resources to ramp up quickly and integrate with any of corporation's existing teams this will help increasing productivity from day one. This will be very cost effective for the Corporations as our approach will eliminates employers' costs for recruiting, training, and retaining skilled technology talent.

Our goal is to create the diverse and dynamic community of highly skilled and creative technology pioneers in the Rancho Cordova region. This will ultimately help in empowering the Community and meets the needs of businesses and employers in Rancho Cordova and the region.

Even though DP Global Solutions established as an entity in year 2020, our resources have the combined experience of 30+ years in high demand technologies like Application development, Cloud Computing, DevOps, Data Science, Cybersecurity and Software Quality assurance programs, which will help to train and mentor Rancho Cordova residents to get trained and certified in the latest technologies. Our approach to workforce development will provide an immediate return on investment. We demonstrate our ability to transform and enhance City of Ranch Cordova purpose of the Workforce Recovery Program which increases access to career pathways programs for the Rancho Cordova residents.

Our relationship with various community organizations and professional network will help us to reach the underserved areas in the in City of Rancho Cordova, which ensures that this program is accessible to those who need it most at no cost. Using a hands-on real time project-based curriculum, DP Global Solutions mentors will train and mentors the identified resources. DP Global Solutions is a proven partner with public and private sector where some of our workforce is actively engaged with solving the high demand technology needs. Currently, our Consults are providing solutions to the Department of Health Care Services (DHCS), Service Now, Blue Shield of California and QualApps.

We would be delighted for the opportunity to serve the City of Rancho Cordova in developing the Workforce Recovery Program which lead to economic prosperity for both city residents and business.

Surender Devarapalli, CEO,
DP Global Solutions, LLC
Surrender.devarapalli@dpglobalsolutions.com

TABLE OF CONTENTS

LETTER OF INTRODUCTION	2
TABLE OF CONTENTS.....	4
1. QUALIFICATIONS & EXPERIENCE.....	5
2. PROFESSIONAL REFERENCES	5
3. PROJECT DESCRIPTION.....	6
4. PROJECT EXPECTED TIMELINE	8
5. PROPOSED COST:.....	9
6. Conflict of Interest Statement	10
7. Exceptions.....	10
8. Supportive Information.....	10
9. References.....	10

1. QUALIFICATIONS & EXPERIENCE

DP Global Solutions is Rancho Cordova based business dedicated to service the community and corporations with the growing need of high skilled workforce.

DP Global solutions delivers customized and interactive consulting technical solutions to client's unique organizational technical requirements which helps to align their strategic vision. DP Global solutions trains the next generation of engineers on the highly demand technological solutions like Application Development, Cloud computing, Data Sciences, Cyber Security, and Software Quality assurance.

To set the tone and foster confidence, our team of consultants will evaluate the organization's needs and deploy our workforce and implement consulting solutions. The following are sample of our current engagements with our technology clients in solving the technology needs by emphasizing rapid, targeted, low effort-high return.

- ❑ Department of Health Care Services (DHCS)
 - Provides management consulting services and subject matter expertise in implementing the new Medi-Cal Rx project
 - Facilitate the implementation of process improvement initiatives
 - Collaborate with DHCS in developing the training materials to train their employees.
- ❑ BlueShield of California
 - Provide Data Sciences solutions and Cloud Computing application development
 - Software Quality Assurance Plan and Services
- ❑ Service Now:
 - Provide services in Custom Application Development and Data Analysis.
 - Provide specialized AWS Cloud Consulting Services
 - Our areas of focus include IT Service and IT Business Management
- ❑ Quall Apps:
 - Custom Application Development and Data Analysis and providing specialized AWS Cloud Consulting Services
 - Developed software Quality Assurance plan.
 - Areas of focus include IT Service and IT Business Management

2. PROFESSIONAL REFERENCES

Department of Health Care Services

Location: 1501 Capitol Avenue, Sacramento, CA 95814.

Contact: Linh Le, Chief of Drug Rebate Branch,
<mailto:linh.le1@dhcs.ca.gov>, (916) 345-8563



Service Now-Cognizant

Location: 2225 Lawson Ln, Santa Clara, CA 95054

Contact: Nitha Krishna, Senior Manager, nitha@canopyone.com, (703) 831-8282**BlueShield of California**

Location: 601 12th St, Oakland, CA 94607

Contact: Murali Kulala, Chief Executive Officer, murali@smartitframe.com, (201) 366-1112**QualApps, Inc.**

2701 Del Paso Road #394; Sacramento, CA 95835

Contact: Eric Steen, Managing Director

Mobile: 916.761.2899**3. PROJECT DESCRIPTION****3.1 Project Overview:**

DP Global Solutions will host 12 weeks of Amazon Web Services (AWS) subject, which is the world's most comprehensive and broadly adopted cloud platform, offering over 200 fully featured services from data centers globally. Millions of customers including the fastest-growing startups, largest enterprises, and leading government agencies are using AWS to lower costs, become more agile, innovate, and implement faster.

3.2 Project Design:

DP Global Solutions team brings deep knowledge and experience in all the latest enterprise-level technologies. Once we secure the Internship opportunities with client, we support the during the internship by pairing a mentor who can directly work with resources during the internship program. This approach will help the trainees be successful in their assignment.

Strategy: These 12 weeks of Workforce development program is designed for anyone who are like unemployed or underemployed, displaced, or may have been laid-off because of the COVID-19 crisis, with a high school diploma or Associate degree or bachelor's degree in Mathematics, Science, or computer Science as majors.



Intake Process: DP Global Solutions will conduct extensive marketing, to identify the right talent to offer extensive training on AWS certification program. We plan to advertise in social media

advertising campaigns. Upon receiving multiple applications, we plan to conduct prescreen to evaluate the need and interest of applicants.

DP Global Solutions has developed and matured in Amazon Web Services (AWS) curriculum that is designed to keep jobseekers engaged in learning with hands-on activities, and challenges. Curriculum is developed to provide an educational pathway for the jobseekers to get their AWS Certification.

Program Model: Our Program will provide total of 160-hour training which includes 100+ hours of the AWS Certification exam training, 40+ hours of hands-on labs in designing the solutions to the real-world practical applications and 20+ hours of exam preparation. We are planning to conduct 10 hours of virtual/ In person training adherent to current COVID regulations. Weekly training is followed by weekly assignment and weekly lab hours will enable applicant to gain theoretical and practical knowledge on cloud concepts. 10 weeks of extensive trainings & hand on lab will applicants to set up their own Amazon cloud instance and build and manage infrastructures for small/medium business communities. Upon successful completion of training, we will have prescreen and preparation Certification training program on the exit criteria. This project goal is to get certified in AWS which intern will help in getting high paid jobs with minimum of \$40-\$50 per hour and this program also increase the diversity in the AWS workforce. The training can be performed either in-class or through virtual classroom.

Upon completion of this course applicants will be able to set up secure cloud infrastructure for mid to large scale applications and migrate legacy IT applications to secure cloud infrastructure for easy access, scalability and data privacy and many other next gen features. In addition to the training, we support the trainees in professional grooming and Interview coaching with industry experts to help the resources to secure that winning edge. This will enable them to secure better jobs, upskill their career.

During the routine of workforce development, it is expected that applicant attends more than 75% of training classes, hands on lab work and complete assignments on time. We can enable the class recordings for future references.

Our overall goals for this program are to:

- Address critical labor market shortages in the City of Rancho Cordova by developing Highly Skilled workforce to cater the demand for high demand and highly paid technological occupations.
- Decrease unemployment by providing streamlined paths to high demand occupations and careers.
- Share best practices and resources among the region's workforce development partners.
- Upskill opportunity for applicants to know and excel for better career advancements.

3.3 Past Performance and Planned Outcomes

DP Global Solutions CEO Mr. Devarapalli in his 30+ years Career as Technology leader educated and trained many resources to achieve success in the high skilled technology area. Since inception of DP Global Solutions in January 2020, within one year we have trained total of 15 consultants in the areas of AWS, Software Quality assurance and Data sciences and 5 of those were successfully placed on the consulting jobs with a minimum pay of \$50 per hour (attached Statement of Work)

3.4 Partnerships:

Our existing clients Statement of work order and the Master Service Agreements will support our partnerships where we are in continuous engagement in understanding the client needs and upskill the workforce to meet the growing need of client demands.

Through strategic partnerships, DP Global solutions helps to close the opportunity gap and create pathways for qualified candidates from diverse experiences and educational backgrounds to reach their potential as technology professionals.

4. PROJECT EXPECTED TIMELINE

From planning to execution, DP Global Solution will deliver Workforce Recovery Program within 12 weeks. And we anticipate training program will deliver results within three (3) months with outcomes continuing indefinitely.

Below are the key high-level milestones along with date and prerequisite details.

Milestone	Date	Prerequisite Milestone/Contingency
Identify the resources (Recruit)	August 02 nd to August 17 th	Bachelor's degree in Mathematics, Science, or computer Science as majors. Or Prior IT Experience.
Notify the resources about training start date	August 18 th to August 27 th	Through email, group messages and social media platforms.
Training (Develop)	August 30 th to Nov 06 th	In person / Virtual classroom.
Lab work	August 30 th to Nov 06 th	In person / Virtual classroom.
Conduct Pre-Certification exams	Nov 08 th to Nov 12 th	In person / Virtual classroom.
Certification Exam	Nov 19 th	75% Score on internal assessment
Employment Assistance (Deploy)	Nov 15 th to Nov 19 th	In person / Virtual classroom.

5. PROPOSED COST:

Provide detailed Sources and Uses tables which clearly state a. Each funding source and proposed or committed amount. b. Evidence of funding commitment, for any funds committed. c. A table that identifies sources and uses by funding source.

Funding request for Virtua classroom sessions: \$82,650.00

If In-person classroom sessions funding request: \$106,150

Based on the city recommendation or applicants' preference we are open for either of the Virtual or In-person mode.

Category	Item/Description	Quantity	Units	Cost	Total
Labor	AWS Subject Matter Expert / Trainer	160	Hours	\$150.00	\$24,000.00
Labor	Project Management	120	Hours	\$200.00	\$24,000.00
Labor	AWS Technical Lead	100	Hours	\$100.00	\$10,000.00
Labor	Industry Guest Speakers	20	Hours	\$200.00	\$4,000.00
Materials	AWS lab Infrastructure set up	1	Flat Fee	\$10,000.00	\$10,000.00
Other	Virtual Meeting	3	Months	\$50.00	\$150.00
Marketing	Marketing for Recruitment Drive and Notifications	1	Flat Fee	\$3,000.00	\$3,000.00
Materials	Course Material Design and handouts	1	Flat Fee	\$2,500.00	\$2,500.00
Other	Certifications & Other registration charges	1	Flat Fee	\$5,000.00	\$5,000.00

There would additional **\$23,500** cost for classroom set up and additional maintenance.

Category	Item/Description	Quantity	Units	Cost	Total
Other	Classroom / Training space - rentals	1	Flat Fee	\$15,000.00	\$15,000.00
Utilities	Office location maintenance	1	Flat Fee	\$1,000.00	\$1,000.00
Other	Office supplies	1	Flat Fee	\$1500.00	\$1,500.00
Other	Lunch & Refreshments	1	Flat Fee	\$6,000.00	\$6,000.00

Total cost of the project:

Category	Total Cost
Virtual Classroom	\$82,650.00
In-person Classroom	\$23,500
Total Cost	\$106,150.00

6. Conflict of Interest Statement

NA

7. Exceptions

- DP Global solutions financial documents are not public records.

8. Supportive Information

- ☐ Please refer the attached documents.
 - Master services agreement on previous assignments
 - Resumes of key resources
 - Business license
 - Financial documents.

9. References

- ☐ <https://aws.amazon.com/executive-insights/content/the-cloud-it-skills-gap/>
- ☐ https://d1.awsstatic.com/executive-insights/en_US/infographic-cloud-it-skills-gap.pdf
- ☐ <https://www.dezyre.com/article/top-5-reasons-to-learn-aws/400>

SUBCONTRACTOR AGREEMENT

This SUBCONTRACTOR AGREEMENT (“**Agreement**”) entered into as of May 03, 2021 (“**Agreement Effective Date**”), by and between QualApps, Inc., a California corporation with offices located at 5017 Stroman Lane, Sacramento, CA 95835 (“**QualApps**”), and DP Globalsolutions LLC, a California LLC with offices located at 1024 Ironpoint Rd, California, 95630 (“**Subcontractor**”). QualApps and Subcontractor are hereinafter each referred to as a “**Party**” and collectively as the “**Parties**.”

RECITALS

- A. WHEREAS, QualApps is a California corporation that contracts (each a “**Contract**”) to perform various professional services to its clients (each a “**Client**”);
- B. WHEREAS, QualApps would like Subcontractor to perform certain services for specific Clients on behalf of QualApps, subject to the terms of this Agreement;
- C. NOW, THEREFORE, in consideration of the foregoing and of the mutual promises contained herein, the receipt and adequacy of which are hereby acknowledged, the Parties hereby agree as follows:

AGREEMENT

I. Services; Scope of Services.

A. Work Orders. QualApps will from time to time engage Subcontractor to provide specific services (the “**Services**”) as requested by QualApps and/or set forth in individual work orders that are subject to the terms and conditions of this Agreement (each a “**Work Order**” or “**Order**”). Each Work Order, when executed by an authorized representative of both Parties, shall constitute a separate agreement and, except for provisions herein that such Work Order expressly excludes or modifies, the Work Order shall incorporate therein all of the terms and conditions of this Agreement. In the event the terms and conditions expressly set forth in any Work Order conflict with the terms and conditions of this Agreement, the Work Order’s conflicting terms and conditions shall only supersede the conflicting terms and conditions in this Agreement, for purposes of that specific Work Order only, if they expressly reference the provision(s) and sections of this Agreement which are intended to be modified; otherwise the terms and conditions of this Agreement shall control.

B. Performance Standards.

1. *Contract Compliance*. Subcontractor agrees to review the requirements of any Contract with respect to which Subcontractor performs Services hereunder prior to signing any Work Order. Subcontractor agrees to be bound by and to comply with the terms and conditions of each Contract that apply to QualApps and its subcontractors (or to “subcontractors,” generally) or that relate to the performance of the Services.

2. *Competence of Service Delivery*. Subcontractor represents and warrants that it will provide Services: (a) in a professional, competent and reasonably efficient manner and in accordance with the highest standards of Subcontractor’s industry, and (b) in accordance with the work schedule set forth in the Contract and/or Work Order, or as otherwise agreed to by the Parties (and immediately inform QualApps of any anticipated delays) and for the price set forth in the applicable Work Order, subject only to the change control provisions of this Agreement, and immediately inform QualApps of any anticipated delays.

3. *Timeliness of Service Delivery.* Subcontractor understands that time is of-the-essence when delivering the Services. As such, Subcontractor's Personnel shall begin performance of the Services promptly upon QualApps' or the Client's request, or as otherwise set forth in the Contract or Work Order.

4. *Compliance with Laws.* Subcontractor represents and warrants that it has complied, and in the future shall comply, with all laws applicable to (a) the execution, delivery, and performance of this Agreement, and each Work Order, and the operation of its business; and (b) shall obtain all applicable permits and licenses required of it in connection with its obligations under this Agreement and each Work Order.

5. *Conflict with Other Agreements.* Subcontractor represents and warrants that neither Subcontractor nor its Personnel, by entering into this Agreement, using documents, information and/or materials, and performing the Services hereunder, has or will violate any consulting, employment, non-competition, proprietary information, confidentiality or other agreement, arrangement, understanding and/or restriction between Subcontractor and/or such person or Party and any present or former employer, principal, contractor and/or other individual or entity. Subcontractor shall assist QualApps, as necessary, in all reasonable respects to obtain appropriate releases or other necessary or desirable information or documentation regarding any of the foregoing.

C. Change Orders. QualApps may make a written request for a change order during the course of the Services. Such written request shall be delivered to Subcontractor. The Parties will review the proposed change order to determine the possible effect that the implementation of such change(s) will have on the terms and conditions set forth in the applicable Work Order, including, without limitation, the price, the length of time the Services are to be performed and the completion due date for such Services. In the event QualApps requests any change which may affect the cost of or the time required for performance of the Services, as reasonably determined by Subcontractor after consultation with QualApps, the Parties may negotiate an equitable adjustment to the applicable Work Order, including, without limitation, possible adjustment of the price and/or the delivery relating to the Work Order. All change orders including, without limitation, changes to cost or time required for performance must be made in writing and signed by authorized representatives of both Parties (each thereafter, shall be deemed a "**Change Order**" relating to the underlying Work Order). Subcontractor shall not be obligated to perform any changes and QualApps shall not be obligated to pay for any changes unless a Change Order is executed as provided herein.

D. Acceptance of Deliverables

1. Upon completion of any deliverable under a Work Order, Subcontractor shall ensure that it is reasonably acceptable to QualApps, performs in conformance with the relevant functional and technical specifications or is in conformity with applicable written acceptance criteria or test suites agreed upon with QualApps or the Client for such deliverables.

2. If QualApps or the Client reasonably determines that any submitted deliverable is not acceptable, or does not meet the applicable functional and/or technical requirements or acceptance criteria set forth for such deliverables in the relevant Work Order, the Parties shall promptly meet and confer to develop a mutually agreeable plan for Subcontractor's timely correction and cure of the discovered deficiency. Thereafter, should the deliverable fail to satisfy the applicable functional and/or technical requirements or acceptance criteria, as reasonably determined by QualApps, QualApps may terminate the relevant Work Order for cause immediately upon written notice and recover all fees associated with such deficient deliverable(s) and any damages or losses resulting therefrom. Notwithstanding Subcontractor's opportunity to cure deliverables that are initially unacceptable to QualApps or the Client, QualApps and the Client shall have no obligation to pay for Services rendered in producing unacceptable deliverables or those that do not satisfy the applicable functional and/or technical requirements or acceptance criteria.

3. Subcontractor warrants its deliverables against defects or deficiencies for a period of not less than one hundred eighty (180) calendar days from the date the deliverables are tendered to the client (the “**Delivery Date**”).

II. Subcontractor Personnel.

A. Personnel Selection & Supervision. Subcontractor will select and supervise the performance of its employees, temporary workers, approved agents and approved individual subcontractors who perform Services or work on deliverables relating to Work Orders, and each such individual working for one of Subcontractor’s approved subcontractors or agents who will perform Services under this Agreement (collectively referred to herein as “**Personnel**”).

B. Personnel Qualifications. Subcontractor represents, warrants, and covenants that all Personnel have and will have at all times while assigned to perform the Services: (1) the requisite knowledge, skill, and professional ability to meet the applicable requirements of the applicable Contract, and any other requirements agreed to by the Parties, in a professional and workmanlike manner and in accordance with the highest standards of Subcontractor’s industry; (2) status as a full-time employee of Subcontractor, unless Subcontractor gives QualApps advance written notice to the contrary with respect to any specific Personnel assigned to perform Services hereunder; and (3) valid and legal work status under the regulations of the United States Bureau of Citizenship and Immigration Services. Personnel must also pass a background check prior to commencement of work. Subcontractor represents, warrants, and covenants that each person that performs Services is not, and will not be at any time while assigned to perform Services, restricted by third party contract or otherwise in any way from performing the Services.

C. Replacement Requests by QualApps. If Subcontractor has Personnel assigned to work directly with the Client, QualApps’ employees, temporary workers or other subcontractors, QualApps shall have the right to request immediate removal or replacement of any Personnel performing such Services under this Agreement or under any Work Order for any reason, with or without cause; provided, however, that QualApps shall provide Subcontractor with written notification of its request for removal or replacement of such Personnel. In addition, QualApps acknowledges that if Subcontractor cannot replace any particular Personnel that QualApps requested to be removed from an engagement with a suitable replacement that Subcontractor will not be in breach of this Agreement. However, the Work Order may be equitably revised and payments reasonably adjusted to fit any changes, in a manner agreed to by the Parties, or this Agreement may be terminated by QualApps immediately upon written notice.

D. Replacement Personnel. All replacement Personnel used by Subcontractor shall be of a knowledge and skill level either of comparable ability of the replaced Personnel or better than such replaced Personnel, and at the same billing rates as the replaced Personnel, regardless of whether the replacement was initiated by QualApps or Subcontractor. If Subcontractor has to replace any of its Personnel during the term of this Agreement or any Work Order, after meeting and conferring with QualApps, Subcontractor will, at no cost to QualApps, ensure that each replacement has a thorough knowledge of the purpose, status, issues and requirements relating to the performance of Services, including those obligations set forth herein, before the Personnel commence providing Services, and ensure an effective and seamless transition. It is understood that replacement Personnel may require training to ensure an effective and seamless transition. Subcontractor shall not charge QualApps for the services provided by the replacement Personnel during the time it takes such Personnel to successfully transition onto the project, which shall be discussed and agreed upon by QualApps before Subcontractor’s Personnel commence any billable Services. Notwithstanding the foregoing, before Subcontractor assigns any Personnel to perform Services, QualApps shall have the opportunity to review the proposed Personnel’s qualifications, which may include a review of the Personnel’s curriculum vitae and an in-person interview.

E. Original Workmanship. Subcontractor represents and warrants that the Services provided by Subcontractor or any Personnel shall be their own work, and, when used by QualApps or the Client in the manner contemplated by the Parties or as set forth in the applicable Work Order, shall not infringe upon any intellectual property right, or misappropriate any trade secret, of any third party; and Subcontractor has neither assigned nor otherwise entered into an agreement by which it purports to assign or transfer any right, title, or interest to any technology or intellectual property right that would conflict with their respective obligations under this Agreement.

III. Independent Contractor Relationship.

A. Disclaimer of Employment. Subcontractor represents and warrants that it is an independent contractor, and the Personnel are employees of Subcontractor or agents or sub-contractors of Subcontractor. This Agreement is neither intended to be nor shall it be construed as any form of joint venture, association, partnership or other form of business organization or agency relationship between Subcontractor and QualApps, or Subcontractor and any Client, or any of Subcontractor's Personnel and QualApps or any Client. Neither Subcontractor nor its Personnel are, or shall be deemed for any purpose to be, employees of QualApps or Client. Subcontractor, including its Personnel, shall not act or represent itself, directly or by implication, as an agent of QualApps or the Client, nor in any manner assume or create any obligation on behalf of, or in the name of, QualApps or the Client.

B. Obligations to Personnel. Subcontractor represents and warrants that it will be solely responsible for the payment of compensation and the provision of any employment benefits to its Personnel performing in connection with this Agreement; including, without limitation, the payment of worker's compensation, disability benefits, unemployment insurance, and any other employee benefit, including, but not limited to, 401(k), medical, dental and life insurance, vacation, personal time off, sick days and holiday, or for withholding income taxes, social security or state disability payments owed to the state. If, contrary to the intent of the Parties, it is determined that an employment relationship exists between Subcontractor or its Personnel and QualApps, or Subcontractor or its Personnel and the Client, Subcontractor, for itself and on behalf of any and all individuals and entities under Subcontractor's direct or indirect control, hereby irrevocably waives the right to participate in and earn or become entitled to any and all employee benefits of QualApps and any Client with respect to the performance of the Services hereunder.

C. Service Delivery and Oversight.

1. Subcontractor is responsible for managing and supervising its Personnel to ensure satisfactory Service delivery, in compliance with this Agreement and any related Contract. From time to time QualApps and/or its Clients may collaborate with Subcontractor regarding the overall project management and delivery of the Services, including, without limitation, assigning specific responsibilities to Subcontractor's Personnel, setting time schedules in which the responsibilities are to be performed, reviewing the work product and deliverables, and establishing availability requirements for Subcontractor's Personnel (reporting time and working hours).

2. Subcontractor may be required to have trained and available Personnel to support non-standard Service delivery expectations as they arise from time-to-time (above those set forth in a given Work Order), or require their Personnel to work overtime or without vacation time during specific periods. Likewise, Subcontractor shall provide at least ninety (90) days advance written notice if any Personnel have vacations planned that extend longer than two weeks.

3. All Services by Subcontractor will be performed at locations approved in advance in writing by QualApps. Subcontractor and each of its Personnel will be required to follow reasonable work rules established by the Client and/or QualApps.

IV. Fees, Expenses and Payments.

A. Fees & Expenses.

1. *Fees.* Subcontractor's Personnel shall be billed at mutually agreed upon hourly rate(s), which shall be specified in the applicable Work Order. If any Personnel is not initially listed in such Work Order and is subsequently requested to provide Services, the hourly billing rate for such Personnel shall not exceed that of similarly skilled Personnel listed on such Work Order, or as mutually agreed upon by the Parties if similarly skilled Personnel are not listed on such Work Order. Unless otherwise specified in a Work Order, such fees will be all-inclusive of professional fees, travel and other expenses, and taxes of every kind. QualApps will not be responsible for paying Subcontractor for overtime (hours worked by any given Personnel over eight hours in a day and/or forty hours in a week) unless such overtime is expressly agreed to in writing by QualApps. Hours billed for overtime Services shall be invoiced and paid at the standard rate described in the Work Order. At no time during the term of any Work Order will the rates stated in such Work Order be increased. At the end of the term of any given Work Order the Parties may renegotiate rates and renew, extend or otherwise amend the Work Order upon mutually agreeable terms.

2. *Expense Reimbursement.* The Work Order may include a negotiated provision for expense reimbursement. Any such reimbursement shall be subject to the Contract and/or QualApps' or Client's then applicable travel and expense guidelines, which may be amended from time to time, and shall not exceed Subcontractor's pre-approved actual, but reasonable, expenses incurred in accordance with the terms of this Agreement. Subcontractor shall provide QualApps with copies of all original receipts when submitting expense reimbursement invoices, unless otherwise stipulated in the Work Order.

3. *Taxes.* Subcontractor shall invoice QualApps and QualApps shall reimburse Subcontractor for any taxes actually paid by Subcontractor which are imposed upon Subcontractor by any government agency as a result of this Agreement; provided, however, that such taxes shall not include the payment of any payroll and/or withholding taxes or taxes based on Subcontractor's income.

B. Invoices.

1. *Submission.* Invoices shall be submitted on a monthly basis in arrears for Services rendered. The invoice will include the hours and Services provided including, for example, a detailed statement of hours worked by each of Subcontractor's Personnel assigned to perform the Services and information related to approved expenses incurred in connection with the Services. Each invoice will be paid within thirty (30) business days from QualApps' receipt thereof, provided QualApps receives payment from the Client, unless otherwise agreed to in the associated Work Order.

2. *Delayed Invoicing.* Invoices submitted sixty (60) days after QualApps' receipt of Services or deliverables may be substantially delayed. Notwithstanding anything to the contrary contained in this Agreement, invoices submitted more than ninety (90) days after receipt of Services or deliverables will be rejected and no payment shall be made, and QualApps shall have no liability whatsoever under this Agreement or any related Work Order for amounts due under any such invoice.

C. Right to Offset. Notwithstanding anything herein to the contrary, QualApps reserves the right of offset against payment due Subcontractor for any and all claims against Subcontractor arising from this Agreement, any Work Order, or Contract.

D. Disputes/Errors concerning Invoices. If QualApps believes an invoice to be incorrect, for any reason, it shall notify Subcontractor in writing of such dispute and the Parties shall work in good faith to resolve the dispute in a reasonable and timely manner. If Subcontractor discovers an error on its invoice it will promptly notify QualApps and, at QualApps' option, either (i) promptly reissue a corrected invoice, or (ii) make a payment adjustment on the next invoice for the applicable Work Order.

E. Payment Disclaimers. QualApps will not be held responsible for any penalties, fines or amounts incurred by Subcontractor resulting from Subcontractor's failure to properly pay any applicable taxes, liens and/or other financial obligations during the term of this Agreement. QualApps shall not be responsible to Subcontractor, including its Personnel, or any governing body for any of Subcontractor's payroll, payroll-related taxes or any employer obligations under applicable laws and Subcontractor shall hold harmless, defend and indemnify QualApps from and against any penalties, fines, taxes, levies or such other amounts incurred by or demanded of QualApps as a result of Subcontractor's breach of its obligations hereunder.

F. Recordkeeping and Inspection. Subcontractor shall keep adequate records of all Services performed, invoices issued and payments received. Once each year QualApps will have the right, at any time during ordinary business hours, to audit (or to cause its designated representative to audit) Subcontractor's records with respect to any amount paid or payable to Subcontractor under this Agreement. Those audits will be conducted at QualApps' expense. However, if an audit discloses that QualApps overpaid Subcontractor, Subcontractor will refund to QualApps the amount of that overpayment and the costs of that audit.

V. Proprietary Rights and Confidentiality.

A. Ownership of Work Product.

1. *Ownership of Subcontractor Property.* Subject to Section V.A.3 below, Subcontractor will own all right, title and interest in and to the intellectual property rights that were (a) in existence and owned by Subcontractor or licensed to Subcontractor by a third party before the Agreement Effective Date, including those relating to any software or Services ("**Pre-existing Subcontractor Property**"); or (b) made or discovered by Subcontractor other than in connection with a Work Order.

2. *Ownership of Work Product.* Subject to any terms expressly set forth in a Work Order (if any), and Section V.A.1 above, any work product created or developed by Subcontractor or its Personnel relating to any Work Order ("**Work Product**") shall be considered "**Work Made for Hire**" pursuant to the U.S. Copyright Act, 17 U.S.C. §101 et seq., and any foreign equivalent thereof, and QualApps shall own all right, title and interest in and to all such Work Product, excluding any Pre-Existing Subcontractor Property incorporated therein (subject to Section V.A.3 below). To the extent that any Work Product does not qualify as Work Made for Hire, Subcontractor hereby assigns to QualApps all right, title and interest in and to the Work Product, excluding any Pre-existing Subcontractor Property incorporated therein (subject to Section V.A.3 below). QualApps will have the sole and exclusive right to possession and custody of the Work Product. Upon QualApps' request and at QualApps' cost, Subcontractor will execute and deliver to QualApps all documents necessary to perfect QualApps' right, title and interest in and to each Work Product both domestically and abroad. Subcontractor will require all Personnel engaged in the provision of Services under this Agreement, whether employees, temporary workers, subcontractors, agents or otherwise, to execute appropriate agreements to ensure that those individuals do not have ownership claims in the Work Product and to require those individuals to cooperate with Subcontractor and QualApps in connection with Subcontractor's obligations under this Section V.A.2.

3. *Backup License to Work Product.* To the extent that QualApps cannot own all right, title and interest in and to each Work Product, including any of the Pre-Existing Subcontractor Property that is incorporated into any of the Work Product, Subcontractor hereby grants to QualApps a non-exclusive, royalty free, perpetual, irrevocable, sub-licensable, world-wide license to make, use, execute, reproduce, display, perform, distribute copies of, modify, prepare derivative works based upon, or otherwise exploit the Work Product for QualApps' and any of its affiliates' business purposes.

B. Confidentiality and Mutual Non-Disclosure Covenants.

1. *Definition of Confidential Information.* Any information made available or accessible, delivered or disclosed by QualApps, the Client, or others acting on its or their behalf (the "**Discloser**"), to Subcontractor incidental to or in connection with performance of Services under this Agreement, whether such delivery or disclosure occurred before or after execution of this Agreement (collectively, the "**Confidential Information**"), shall be and remain the property of QualApps, or the Client respectively. Such Confidential Information includes, without limitation, any information concerning QualApps' or the Client's business, plans, operations, products, methods, procedures, customers, services, equipment, systems, facilities and proprietary information, regardless of the form or method of communication. Confidential Information shall not include information which (a) at the time of disclosure is, or subsequently becomes, available to the public through no fault or breach on the part of Subcontractor or its Personnel; (b) Subcontractor can demonstrate to have had rightfully in its possession prior to disclosure by Discloser; (c) is independently developed by Subcontractor without the use of any Confidential Information; (d) Subcontractor rightfully obtains from a third party who has the right to transfer or disclose it; or (e) is disclosed with the written consent of Discloser.

2. *Non-Disclosure and Non-Use of Confidential Information.* Subcontractor shall limit access to the Confidential Information solely to those of its Personnel that have a direct and immediate need to know such information in connection with the performance of Services under the applicable Work Order. Confidential Information shall be used by Subcontractor only to the extent necessary for performance of the Services under the applicable Work Order. Subcontractor shall not disclose the Confidential Information to any third party and shall accord to all Confidential Information such protection as is necessary to prevent any other use, duplication, or disclosure, which protection shall be no less than a reasonable degree of care. Subcontractor also may disclose Confidential Information to the extent required by an order of a court of competent jurisdiction, administrative agency or governmental body, or by subpoena, summons or other administrative or legal process. These restrictions set forth above shall apply, notwithstanding the completion or the termination of the Services, this Agreement or any Work Order.

3. *Return or Destruction of Confidential Information.* Upon completion of performance or termination of the Services under the applicable Work Order or termination of such Work Order, Subcontractor shall deliver to QualApps or its authorized representative all items embodying Confidential Information then in Subcontractor's possession.

VI. Term; Termination.

A. Term. This Agreement will continue in force until otherwise terminated in accordance with the terms below. Upon any termination of this Agreement, or any Work Order, Subcontractor shall provide reasonable assistance to QualApps and any successor subcontractor (if any) in transitioning any Services from Subcontractor to QualApps or its successor subcontractor.

B. Termination. The termination of this Agreement shall immediately terminate all Work Orders. This Agreement and each Work Order may be terminated as follows:

1. Either Party may terminate this Agreement, or any Work Order, effective immediately, by giving the other Party notice if the other Party has failed to observe or perform any obligations or covenants, or breaches any representation or warranty set forth in this Agreement, or any Work Order, and the basis for terminating (a) is not capable of being cured; or (b) if it is capable of being cured, remains uncured for ten (10) business days after notice is provided;
2. QualApps may terminate any Work Order at any time and for any reason or no reason effective immediately upon giving oral notice of such termination to Subcontractor; upon any such termination, QualApps shall have no legal obligation whatsoever to Subcontractor except to compensate Subcontractor in accordance with the terms of the applicable Work Order for all approved invoices submitted by Subcontractor for Services performed on or before the effective date of termination;
3. In the event of insolvency, bankruptcy, the institution of voluntary or involuntary receivership proceedings by either Party, or any assignment for the benefit of creditors, then the other Party shall have the right to immediately terminate this Agreement with written notice;
4. Upon written notice, if there are no outstanding Work Orders; or
5. As otherwise expressly provided in this Agreement or in a Work Order.

VII. Insurance and Indemnity.

A. Insurance.

1. *Minimum Coverage Amounts*. Without limiting Subcontractor's obligation to indemnify QualApps or any other obligations under this Agreement, Subcontractor represents and warrants that it has, at its own cost and expense, procured and maintained in full force and effect during the term of any Work Orders under this Agreement and for the statutory period for which Subcontractor may be liable for defects or other liabilities arising out of its Services, policies of insurance, of the types and in the minimum amounts stated herein, with responsible insurance carriers which are S&P A rated or higher, duly qualified in those states (locations) where the Services are to be rendered, covering the operations of Subcontractor, pursuant to this Agreement, sufficient to protect and indemnify QualApps and the QualApps Indemnitees. In addition, Subcontractor represents and warrants that it shall ensure that each of its subcontractors shall procure and maintain in effect at all times during this period of time, insurance policies complying with this insurance Section VII.A with at least the limits of insurance as described below.

TYPES OF INSURANCE	LIMITS OF LIABILITY (Minimum Amounts)
Comprehensive or Commercial General Liability and Third Party Property Damage	\$1,000,000 per occurrence, \$2,000,000 aggregate
Excess (Umbrella) Liability insurance	\$3,000,000 per occurrence, \$5,000,000 aggregate
Workers' Compensation	Statutory limits
Employer's Liability	\$1,000,000 minimum limit
Professional Errors and Omissions (E&O) Insurance	\$1,000,000 per occurrence, \$10,000,000 aggregate

2. *Subcontractor's E&O Insurance.* E&O insurance shall include coverage for all errors, omissions or negligent acts in the delivery of Services contemplated under this Agreement, including but not limited to, contingent bodily injury and property damage liability, non-owned intangible property of others (such as the data that could be damaged, lost, stolen or inappropriately disclosed by Subcontractor), degradation, nonperformance and infringement of any intellectual property rights of any third party related to Subcontractor's performance under this Agreement, and defense costs. The policy shall cover the liability of QualApps by reason of any actual or alleged error, omission, or other negligent act or willful misconduct of Subcontractor or its Personnel committed in rendering or failing to render any Services in accordance with this Agreement and any Work Order.

3. *Additional Insurance Requirements.* All policies shall be primary without right of contribution from any insurance by QualApps. All policies except workers' compensation will include a waiver of subrogation in favor of QualApps and its affiliates, officers, directors and employees. Upon request by QualApps, the policy shall name QualApps as an additional insured. Subcontractor agrees to timely provide QualApps with certificates of all applicable coverage upon request. The E&O Insurance coverage shall be maintained until the termination of this Agreement, and thereafter Subcontractor will maintain an active policy, or purchase an extended reporting period providing for claims first made and reported to the insurance company within two (2) years after final payment for the Services. Coverage may not be canceled or materially altered unless thirty (30) days prior written notice is given to QualApps.

B. Indemnity.

1. *General Indemnity.* Subcontractor agrees to indemnify, defend, and hold QualApps, its affiliates, and its and their respective Client, directors, agents, and employees (each, a "**QualApps Indemnitee**" and collectively, the "**QualApps Indemnitees**") harmless from and against any and all liabilities, damages, losses, expenses, fines, penalties, and/or judgments, including reasonable attorneys' fees, costs, and expenses incidental thereto ("**Losses**"), which may be suffered by, accrued against, charged to, or recoverable from any QualApps Indemnitee, by reason of any third party demand, proceeding (including proceedings under the U.S. Bankruptcy Code), action, regulatory action, lawsuit, and/or claim (collectively, "**Claim**") arising out of or relating to any negligent act, error or omission, or willful misconduct of Subcontractor or its Personnel, and its and their directors, agents, employees, and subcontractors, during the performance of this Agreement and any Work Order, including, but not limited to Claims arising out of or relating to: (a) bodily injury (including death) or damage to personal or real property; (b) violation of any applicable law; or (c) any breach of or inaccuracy in any representation, warranty or covenant of Subcontractor made under this Agreement, including, without limitation, breach of confidentiality or Claims of co-employment.

2. *Intellectual Property Right Indemnification.* Subcontractor agrees to indemnify, defend, and hold the QualApps Indemnitees harmless from and against any and all Claims and Losses which may be suffered by, accrued against, charged to, or recoverable from any QualApps Indemnitee, arising out of a third party Claim that the Services or deliverables under any Work Order infringe or misappropriate any patent, copyright, trade secret, trademark, or other intellectual property right.

3. *Notifications and Settlements.* QualApps shall: (a) give Subcontractor prompt written notice of any Claim for which a QualApps Indemnitee is seeking indemnity; provided however, the failure to give timely notice shall not relieve Subcontractor of its obligations under this Section VII.B (Indemnity) except to the extent that such untimely notice materially impairs the ability of Subcontractor to defend the Claim; (b) grant complete control of the defense and settlement to Subcontractor; provided, however, QualApps may participate with counsel of its choosing at QualApps' expense; and (c) reasonably cooperate with Subcontractor, at Subcontractor's expense, in

the defense and settlement of such Claim. Subcontractor shall not, without the prior written consent of QualApps, effect any settlement of a Claim unless such settlement either (i) includes an unconditional release of the QualApps Indemnitees from all liability on all Claims against the QualApps Indemnitees that are the subject matter of such proceeding or demand, or (ii) is consented to in writing by QualApps (which consent shall not be unreasonably withheld).

VIII. General Clauses

A. Non-Exclusivity. Nothing contained in this Agreement or any Work Order will be construed to obligate QualApps to use Subcontractor's services, or that of any Personnel of Subcontractor, in any guaranteed quantity or for any guaranteed period of time. The quantity and duration of service will be determined by QualApps in its sole discretion. Nothing herein shall be deemed to preclude QualApps from retaining the services of other persons or entities undertaking the same or similar functions as those undertaken by Subcontractor hereunder.

B. Assignment & Subcontracting.

1. *Assignment*. Subcontractor will not delegate or assign, sublicense, charge or otherwise encumber any of its rights or obligations under this Agreement without the prior written consent of QualApps, which consent QualApps may grant, withhold, or condition in QualApps' sole discretion. QualApps may delegate or assign, sublicense, charge or otherwise encumber any of its rights or obligations hereunder without Subcontractor's consent.

2. *Subcontracting*. Subcontractor shall not retain a subcontractor to perform Services without QualApps' prior written approval, which QualApps may grant, withhold, or condition in QualApps' sole discretion. If QualApps authorizes Subcontractor to retain a subcontractor pursuant to this Section, that authorization will not release Subcontractor from any of its obligations under this Agreement, and the actions or omissions of such subcontractor, for purposes of this Agreement, shall be deemed actions or omissions of Subcontractor.

C. Interference with Contracts. Subcontractor will not interfere with or impede the contractual relationship between any Client and QualApps, or suggest or cause any Client to modify, cancel, or fail to renew or extend any Contract with QualApps. During the term of this Agreement and for two years thereafter, Subcontractor will not provide to any Client or contractor of any Client, or solicit or offer to provide to any Client or contractors of any Client, any software, services, or other products related to a Contract without the advance written consent of QualApps, unless the Subcontractor already has a written independent contract with the Client indicating a pre-existing formal business relationship commencing before the Agreement Effective Date. Subcontractor will not make any public announcements, media releases, or other forms of public disclosure relating to the Services without the advance written consent of QualApps, which consent shall not be unreasonably withheld.

D. Right to Injunction. The Parties understand and acknowledge that monetary damages alone will not adequately compensate QualApps in the event of Subcontractor's breach of Section V (Proprietary Rights and Confidentiality) of this Agreement. Therefore, in addition to all other remedies available at law or in equity, in the event of breach of Sections V of this Agreement, QualApps shall have the right to apply to a court of competent jurisdiction for an order immediately restraining any such further disclosure or misappropriation and for other equitable relief, without objection and without the requirement of posting a bond or other form of security, as well as to an accounting and payment by Subcontractor to QualApps of any and all receipts received by Subcontractor as a result of such breach.

E. Attorneys' Fees. In the event of any litigation, or other proceeding under this Agreement, by which one Party either seeks to enforce its rights under this Agreement (whether under a theory in contract, tort, or both), or seeks a declaration of the rights or obligations of the Parties under this Agreement, the prevailing Party will be entitled to an award of reasonable attorneys' fees, together with any costs and expenses, required to resolve the dispute and/or to enforce the final judgment.

F. Entire Agreement. This Agreement, including each exhibit, constitutes the entire agreement between the Parties hereto with respect to the subject matter hereof and supersedes all other oral or written representations, understandings or agreements relating to the subject matter hereof.

G. Survival. Subcontractor's representations and warranties herein, and the provisions of Sections IV, V, VII and VIII, will survive the termination of this Agreement.

H. Severability. If any part, term or provision of this Agreement shall be held illegal, unenforceable or in conflict with any law of a federal, state or local government having jurisdiction over this Agreement, the Agreement shall be interpreted so as to render it legal, enforceable, and not in conflict with any such law, and then, to the extent it cannot be so interpreted, such part, term or provision of this Agreement shall be deemed immaterial, invalid and stricken and the validity of the remaining portion or portions shall not be affected thereby, but each other provision hereof not so affected will be enforced to the full extent permitted by applicable law.

I. Waiver. No delay or omission by any Party in enforcing any of its rights or remedies hereunder will impair such right or remedy or be deemed to be a waiver thereof. No waiver of any right or remedy hereunder with respect to any occurrence or event on one occasion will be deemed a waiver of such right or remedy with respect to such occurrence or event on any other occasion. No amendment or waiver will be valid unless in writing and signed by both Parties.

J. Notice. Whenever under this Agreement one Party is required or permitted to give notice to the other, such notice will be in writing and deemed given upon the earlier of delivery or five calendar days after such notice is mailed by registered or certified United States mail, return receipt requested, postage prepaid, and addressed to the addressee at its address stated above. Notice given by email shall be deemed delivered when a confirmation or response email has been received. Either Party may change its address for notice by giving the other Party advance written notice of the new address in conformity with the foregoing and the date upon which such new address will become effective.

K. Governing Law, Venue and Jurisdiction. This Agreement will be governed by, and construed in accordance with, the laws of the State of California, without giving effect to the choice of law principles thereof. The Parties irrevocably consent and stipulate to the jurisdiction of the courts with competent jurisdiction in the State of California or of the United States of America located in Sacramento, California. Subject to the above-referenced consent and stipulation, each Party waives any objections that venue is an inconvenient forum. Each Party further agrees that it will not initiate any action against another Party in any other jurisdiction.

L. Compliance with Applicable Laws. Subcontractor will abide by, and require all its Personnel to comply with all applicable laws, rules and regulations in connection with its performance of the Services hereunder, including without limitation, all applicable nondiscrimination laws and all rules and regulations issued in conjunction with such laws.

M. Waiver of Jury Trial. Each of the Parties hereby irrevocably waives, to the fullest extent permitted by law, all right to trial by jury in any action, proceeding or counterclaim (whether in contract, statute, tort (including, without limitation, negligence) or otherwise) relating to this agreement.

N. Publicity Restrictions. Subcontractor will not identify QualApps or QualApps' customers in its marketing materials, client listings, etc. without prior written approval from QualApps. Unless otherwise agreed in writing by both Parties, neither Party, nor its agents or representatives, will (a) disclose to any other person the existence,

terms or monetary value of this Agreement; (b) make any public announcement regarding the other Party's association with them; (c) use the other Party's name or any of the other Party's trademarks, service marks, logos or copyright protected works (whether or not registered) in any of its promotional materials, marketing activities or elsewhere; (d) identify the other Party on its customer list or website (or on any other person's website that identifies them) or in any metatags or key words for those websites; or (e) include a hyperlink from any website maintained by or on behalf of the other Party to any its website(s). The preceding publicity restrictions shall also apply equally to any of Party's Affiliates. For purposes of clarity, only an officer of QualApps may provide such consent in writing and such consent may be withheld in QualApps' sole discretion

IN WITNESS WHEREOF, the Parties have caused this Agreement to be executed and entered into by their respective duly appointed representatives as of the Agreement Effective Date set forth above.

QualApps, Inc.

By:  _____

Name: Eric Steen

Title: Managing Director

Date: 5/20/2021

DP Global Solutions LLC,

By: Surender Devarapalli  _____

Name: Surender Devarapalli

Title: CEO

Date: 05/03/2021



4229 Lafayette Center Dr, Suite #1625,
Chantilly, VA 20151
www.canopyone.com
Tel: 703-831-8282
Fax: 703-345-0515

SUPPLIER NON-COMPETE & RATE CONFIRMATION AGREEMENT

This "Agreement" is entered on 02/07/2020 (date) by and between **CANOPY ONE SOLUTIONS, INC.** ("CANOPY ONE") and
DP Global Solutions LLC _____ ("Supplier") with Federal ID: 843131874.

In consideration of the promises, mutual covenants, and obligations hereinafter set forth, the parties hereto agree as follows:

1. SUPPLIER wishes to submit their legal full time W2 Employees ("Candidate") for contract positions available with CANOPY ONE's Client, **Cognizant Technology Solutions**, for projects with its Client(s) (together called "Client" hereafter).
2. SUPPLIER shall present only its legal, full time W2 employees to CANOPY ONE and shall provide proof thereof to CANOPY ONE.
3. SUPPLIER agrees that for a period of three months from the date of signing of this Agreement, the SUPPLIER (including its affiliates or subsidiary companies) will not directly, indirectly or in circumvention of this Agreement, solicit or accept any opportunity to provide services to the Client introduced or submitted for opportunities under this Agreement except through CANOPY ONE.
4. The SUPPLIER shall not use or disclose to anyone any confidential information regarding the Client, learned during discussions prior to and/or during the performance of services, without written permission, or, until such information becomes a matter of general public knowledge.
5. SUPPLIER agrees to make the Candidate available for the interview. SUPPLIER further agrees that if Candidate is confirmed for the position within 48 hours of interview, Candidate will be available to take the position.
6. Any breach of any provision of this Agreement by either party and/or its personnel entitles the other party to recover from the breaching party, damages and/or injunctive relief. Breaching party shall be responsible for reimbursement of the prevailing party's expenses in seeking such relief, including all costs of bringing suit and all reasonable attorneys' fees.
7. This Agreement shall be governed and construed in all respects by the laws of the Commonwealth of Virginia without giving effect to principles of conflicts of laws. Each of the parties irrevocably consents to any dispute, claim, or litigation arising out of or connected in any way to this Agreement to the exclusive personal jurisdiction of the federal or state courts located in the Commonwealth of Virginia, Fairfax County for any matter arising out of or relating to this Agreement.
8. Candidate listed below will be submitted exclusively through CANOPY ONE to outlined parties at the agreed Rate. SUPPLIER will abide by the rates mutually agreed upon and stated herein and will not re-negotiate upon confirmation.

Ramesh Bandi

Candidate Name: _____ Rate Agreed (All Inclusive): _____

Candidate Work Authorization Status (Visa Type): _____

SUPPLIER agrees to the terms and conditions as outlined and acknowledges agreement of these terms is a requirement to submit Candidate.

Murali Mekala

Signature of CANOPY ONE Official
Murali Mekala

Printed Name
Deliver Manager

Title 02/07/2020

Date

Surender Devarapalli

Signature of the Supplier Authorized Official
Surender Devarapalli

Printed Name
CEO

Title 02/07/2020

Date

Ver.10.2019



215 Merrick Road, Oceanside, NY 11572 – Tel: (347) 923-7893 Fax: 1-866-732-6510
www.tektreesystems.com

Exhibit A

Purchase Order In accordance with the Agency Agreement between **Tektree Systems** and **DP Global Solutions LLC**, dated as of **11/30/2020** (the “Agreement”). All terms not otherwise defined herein shall have the meaning ascribed to such terms in the Agreement.

Agency shall provide following services to Tektree Systems

Description of Service Type:	ETL Developer
Name of the Consultant:	Rajesh Somavarapu
Name of the Customer:	Blue Shield of California
Project Location:	601 12th St, Oakland, CA 94607
Project Start Date:	11/30/2020
Project Duration (estimated):	6 months
Billing Rate:	
Invoicing Cycle:	Monthly
Payment Terms:	Net 30 days

DP Global Solutions LLC

Tektree Systems



Surender Devarapalli

CEO

11/30/2020



Gopinath Srinivasa

Managing Director

11/30/2020



RanchoCordovaCAProd

License Number: HBL-001533

- License cannot be printed at this time. License has not been issued.

[License Details \(\)](#) | [Tab Elements \(\)](#) | [Main Menu \(\)](#)**License Details****License Type:**

Home Based Business License

District:

Rancho Cordova

Applied Date:

06/14/2021

Account Number:**Issued By:**

Administrator, System

City of Rancho Cordova Workforce Recovery Program

Grant Proposal 2021
Submitted by



Introductory Letter

Amanda Norton, Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Dear Amanda Norton,

Folsom Cordova Community Partnership (FCCP) is submitting this grant application to be considered for funding by the City of Rancho Cordova to provide a comprehensive, holistic and metrics-based employment services that targets jobseekers of Rancho Cordova at its Job Center, located at 10826 Gadsten Way, Rancho Cordova, CA 95670.

FCCP has been serving the community of Rancho Cordova for over 28 years and is the only east-county provider to offer comprehensive services necessary to assist individuals and families to achieve self-sufficiency. Over the years FCCP has modified our approach to a “One Stop” approach to bring together resources and programming in our Family Resource Center and Job Center, which supports Rancho Cordova families by saving time, money on transportation costs and quickly access critical resources to be able to meet their needs and reach their goals.

FCCP proposed project aligns with the City of Rancho Cordova in promoting the richness of the city’s assets by ensuring safe communities while empowering responsible citizenship within City boundaries. The City is supported by regional leadership that builds the financial portfolio by addressing financial challenges and recruits diverse economic opportunities and was designated one of the country's top 10 most diverse cities in 2010 and continues to boast a large immigrant and refugee community. Currently, the City of Rancho Cordova is grappling with a large number of unemployed, homeless and at risk of homelessness. Rancho Cordova’s unemployment rate is at 7.4% as of March 31, 2021 that is 1.4% higher than the U.S. 6.0% unemployment rate. Even more critical is the growing number of homelessness individuals as documented in the 2019 Point-in-Time Court report, showed an increase of over 2% estimated at 19% since 2017. The results marked an increase in Sacramento, ranking Sacramento as the 5th highest rate of homelessness in California with Rancho Cordova ranks 2nd highest for the rate of unsheltered homelessness in Sacramento County. Furthermore, the report provided the following demographics of homeless individuals and highlights the continued racial disparities in poverty alleviation. Of families with children that are sleeping outside of shelters each night, approximately 52%, African American/Black families.

FCCP has been operating one of nine American Job Centers in Sacramento in Rancho Cordova since 2015 on the campus of the Folsom Cordova Unified School District’s Adult Education. FCCP’s Job Center has been providing individualized career services including program eligibility, comprehensive assessments, and customized case management for various training

programs, resulting in a 90% completion rate in Occupational Skills Sector Initiative (OSSI) and Occupational Sector Trainings (OST). During these 6 years, FCCP was able to provide technology access for job seekers, assistance with workforce preparation activities including resume preparation and interviewing skills, job search assistance and employer recruitments. On average we have recorded over 200 job seekers monthly seeking basic and individualized supports. FCCP's Job Center focuses on the following zip codes, 95670, 95742, 95655, 95827, 95630, 95670 and 95742 which include some of the highest poverty neighborhoods and surrounded within 5-mile radius by Williamson Elementary School (Free and Reduced Lunch 80%), Rancho Cordova Elementary (Free and Reduced Lunch 86%), White Rock Elementary (Free and Reduced Lunch 91%) and Cordova Villa (Free and Reduced Lunch 92%) (Folsom Cordova Unified School District January 2018). FCCP's Job Center is located at the apex of these neighborhoods, easily accessible by foot and public transportation and ideally situated to serve Rancho Cordova residents.

With FCCP's Job Center success providing employment training and job placement treatment, we were able to expand services to be able to serve underserved and hard to reach populations such as individuals with disabilities and recently settled refugees in the area. In collaboration with Sacramento Employment Training Agency, we have been able to implement and build on our workforce programs to include training and job placement programs for individuals with disabilities and recently settled refugee in America.

FCCP was established in 1992 and currently has over 40 employees and will have a total of 7 employees working on the Rancho Cordova Job Center project. Please refer to Section 9 Supportive Information for FCCP's financial report and gross/net revenue reports for the 2019/2020 FY and 2020/2021 FY.

A detailed budget narrative and itemized funding request is attached in Section 9 titled Budget Narrative.

Below are the three references from entities as requested.

FCCP is a non-profit corporation and evidence of tax-exempt status pursuant to Section 501(c)(3) of the Internal Revenue Code. Documentation for 501 (c)(3) status is attached in Section 9.

FCCP's current business license from the City of Rancho Cordova is attached in Section 9.

WIOA - Out of School Youth Services	WIOA - Job Center Adult & Dislocated Worker Services	Financial Empowerment Services
Sacramento Employment Training Agency (SETA) Terri Carpenter Workforce Development Manager (916) 263-7891 925 Del Paso Blvd. Sacramento, CA 95815 Terri.carpenter@seta.net	Sacramento Employment Training Agency (SETA) Julie Davis-Jaffe Workforce Development Manager (916) 263-3929 925 Del Paso Blvd. Sacramento, CA 95815 Julie.Jaffe@seta.net	California Department of Social Services - Office of Child Abuse Prevention (OCAP) Carrie Osada Family and Community Support Services, Analyst (916) 651-5025 744 P Street, MS 8-11-82 Sacramento, CA 95814 Carrie.Osada@dss.ca.gov
Local government entity	Local government entity	California State entity
Employment Training and Job Placement for out of school youth ages 16-24.	Employment Training and Job Placement for adult and dislocated workers	Financial empowerment education to families with children
Dates of service: 07/1/20-6/30/21	Dates of service: 07/1/2020-6/30/2021	Dates of service: 07/1/2019-06/30/2021
Contract term: FY 20-21	Contract term: FY 20-21	Contract term: FY 19-21
Dollar amount: \$165,000	Dollar amount: \$390,000	Dollar amount: \$225,000

Sincerely,



Robert Sanger
 Executive Director
 Folsom Cordova Community Partnership

Table of Contents

Section 3. Qualifications and Experience	5
Section 4. Project Description	14
Section 5. Projected Expected Timeline	23
Section 6. Sources and Uses of Funds	23
Section 7. Conflict of Interest Statement	24
Section 8. Exceptions	24
Section 9. Supportive Information	24

3. Qualifications and Experience

Provide a narrative statement describing all entities responsible for the development and management of the project, including the following:

a. A description of each firm relevant to the project's development, and management. Include information on each firm's role in the project, and experience working together on previous projects. Also, note which firm will be the project lead.

FCCP will be sole applicant of the project titled Rancho Cordova Job Center & Workforce Development program. FCCP has the staff expertise, community engagement, and leveraged resources to accomplish the project successfully. FCCP has over 28 year history of providing services in the Northeastern part of Sacramento County, in particular to Rancho Cordova residents and has established a strong foundation with community entities throughout Sacramento and the state of California. FCCP was recognized as the "Non-profit of the Year" distinction in 2017 through the Rancho Cordova Chamber of Commerce.

FCCP has grown over its 28-year history through the implementation of new grants and innovative strategies to comprehensively address the challenges of low-income community members. Through our "one stop" model, we consistently evaluate new initiatives to bring to community residents, especially families with children ages 0-5 years of age. We believe this workforce recovery program grant is a perfect fit to the work we are doing in the communities and will enhance our capacity towards economic prosperity by increasing access to career pathway programs supporting Rancho Cordova residents to successfully enter workforce in skilled occupations.

b. Identify key staff, including brief resumes that include lengthen of time providing such services and contact information (including location, phone and email address). The proposal should indicate team member's responsibility for project task; identify the lead person who will be the primary liaison.

Management of this project will be provided by Shinder Gill, Director of Programs at the FCCP Job Center, who is trilingual in English, Hindi and Punjabi. Shinder Gill has a PhD in Transformative Education and Leadership, Master's in Multicultural Education and a Bachelor's Degree in Child Development with a focus on social and community development. She has close to 10 years of research on evaluating intergenerational assimilation processes in America among women and their children, in particular career aspirations outcomes. Shinder has worked in the Non-Profit field for close to 20 years starting in direct services for at risk children and families in behavioral health and spent the last 5 years overseeing 8 evidence based programs, risk management and championed Joint Commission standards thorough the agency of over 150 staff. Peter Boateng will provide Job Center management and has been overseeing the Job Centers direct workforce development programs for close to 6 years and will oversee the continued training and facilitation skills of Career Specialists. Edith Pacheco has worked in the field of community services for close to 5 years and transitioned into Site Supervisor overseeing CalJOBS navigation, WIOA activities for the Adult and Dislocated Worker programs. Edith is bilingual in English and Spanish. She will provide training for career specialists on conducting assessments, customizing training, skill readiness, job coaching, navigation of various search engines and community resources. The project will be supported by FCCP's Refugee Team, Belal Saraj, Refugee Coordinator, Josseline Akl and Marzie Abdolnazari, Refugee Career Specialists and Vue Chang, Youth Career Specialist, who are all trained in specialized services to support refugee and youth in workforce development. FCCP will hire additional career specialists to implement proposed workforce development activities and an employer liaison who will increase relationships with local employers and identify job placement opportunities, ultimately increasing workforce develop capacities for Rancho Cordova residents. Also, the management staff at FCCP participate on many boards and commissions advising program, policy design to at risk and low-income community members.

Shinder Gill Director of Programs sgill@thefccp.org (916) 294-9107 x 840503	Peter Boateng Job Center Manager pboateng@thefccp.org (916) 294-9107 x 840505	Edith Pacheco Job Center Site Supervisor epacheco@thefccp.org (916) 294-9107 x 840516	Career Specialists To be hired	Employer Developer To be hired
--	---	--	---	-----------------------------------

FCCP will also designate two additional staff, who speak Russian and Farsi, to meet language capacity. 15 FTE. of administrative and accounting support will be provided by FCCP's Executive Director at .05 FTE, Accounting Manager and Accounting Administrative Assistant at .05 FTE.

c. For each nonprofit organization involved in the project, provide nonprofit name, incorporation date and place, affiliated organizations, IRS tax status, annual budget, and major sources of funding.

FCCP was established in 1992 and has over 28 years of experience serving communities members throughout City of Rancho Cordova. Project Name: Rancho Cordova Job Center & Workforce Development program will be located at 10826 Gadsten Way, Rancho Cordova, CA 95670. FCCP is a tax exempt non-profit organization. FCCP's annual budget is \$2.6 million receiving major funding from Sacramento Employment Training Agency (SETA), State of California Department of Social Services- Office of Child Abuse Prevention, City of Rancho Cordova, Cal Money Smart, First 5 Sacramento, Sacramento County Dept of Child Family and Adult Services and Sacramento County Department of Human Assistance.

d. For each entity, the proposal shall include a list of jurisdictions and projects similar to the one proposed in which the entity has provided such services in the past 5 years. Projects included shall include the client's name and location. At least five examples of recent, relevant projects shall be provided. For firms, the list should include the name of the jurisdiction, contact person, phone number, and the approximate amount of funding received. Respondent must have no record of unsatisfactory performance with the City or with any other jurisdictions the respondents has contracted with or receiving funding from. References may be contacted as a part of the selection process and will be asked to comment on work quality and performance.

The past 5 years FCCP has provided services operating the following programs that are similar to the project proposed, Youth Career Center, Out of School Youth, Office of Child Abuse Prevention Financial Empowerment, SETA Adult and Dislocated Worker and SETA Refugee Workforce Development.

City of Rancho Cordova - Youth Career Centers

Contact	Objective	Lead Implementers	Specifics	Outcome	Funding Amount
Stacy Delaney sdelaney@cityof ranhocordova.org Community Enhancement Analyst II- City Manager's Office City of Rancho Cordova 2729 Prospect Park Dr. Rancho Cordova, CA 95670 (916) 851-8878	Strengthen community focused provisions of Youth workforce services	Rancho Cordova Community Enhancement, FCCP and Rancho Cordova High Schools (Walnut Wood, Cordova and Kinney High Schools)	Continue workforce development through FCCP Youth Career Centers in conjunction Evaluate local youth-focused programs, to determine approaches effectiveness and outreach of these programs	Satisfactory Increased collaboration with Community Enhancement initiatives and established ongoing capacity building among youth and educators. Refunded for FY 2021/2022	\$40,000

FCCP has provided Rancho Cordova high school students with on-site Youth Career Centers at Walnutwood, Cordova and Kinney High School campuses for over 3 years. These Youth Career Centers have provided staff assisted services to help students explore career pathways, develop career plans, build career readiness skills, and connect to workplace experiences in the local business community through internships, job shadowing and part time employment. In first year of funding FY 2018-2019, FCCP assisted 89 students with the above activities with a resulting ten jobs achieved. In the current year of funding, FY 2019-2020, FCCP increased unduplicated students to 97 with a total of 240 visits to the Youth Career Centers.

The Organization for Economic Co-operation and Development (**OECD**), an international organization that conducts research to inform better policies and lives, examined longitudinal studies that explored the relationship between teenagers' occupational aspirations and what actually happens to them in the adult labor market, and found that teenagers who combine full-time study with part-time work can expect to do better in the adult job market. Young people who aim high while in school are more likely to end up in managerial or professional jobs requiring university education than would be anticipated given their background and academic performance. High school teachers, counselors and administrators have an extraordinary amount of work to accomplish in meeting the educational needs of their student populations. The research literature is clear that one of the best indicators of a young people's capacity to understand and progress in the labor market is the extent to which their

educational and occupational aspirations are aligned, in particular for young people from disadvantaged backgrounds are more likely to demonstrate misaligned expectations. Youth Career Centers is supported by local service as a critical part of the community's infrastructure.

SETA - Out of School Youth

Contact	Objective	Lead Implementers	Specifics	Outcome	Funding Amount
Terri Carpenter Terri.carpenter@seta.net Workforce Development Manager Sacramento Employment Training Agency 925 Del Paso Blvd. Sacramento, CA 95815 (916) 263-7891	Strengthen community focused provisions of out of school youth workforce services	Sacramento Employment and Training Agency and FCCP	Offering one on one case management services for on the job training placements through community-based resources with other resources. Evaluate local community-focused programs to determine fit for the youth independent service plan. Collaborate with school districts and community colleges.	Satisfactory Retained program and continuing to request ongoing funding support. Operating since 2016 and served and placed close to a 100 youth	\$165.000

FCCP's OSY program is designed to connect out of school youth to a career pathway through job readiness and life skills training, work experience exposure, continuing education and its impact on earnings. Youth will be assessed for academic proficiency, career interests and aptitudes, strengths and barriers to employment and self-sufficiency. Youth receive one on one case management services to support academic enrichment, paid work experience, job readiness and professionalism skills, and be guided on a career path matching their interests and aptitude. Youth graduating from the program will be on a course toward higher lifetime

earnings through career pathway support including education, work experience, and employment mentoring.

Folsom Cordova targets the following zip codes, 95670, 95742, 95655, 95827, 95630. Rancho Cordova City (95670 and 95742) records 6.2 % unemployment which is above the state average including approximately 2000 registered job seekers. This area of Rancho Cordova has a high population density with many single parent households living in apartments. Resources available to serve Out of School Youth within these neighborhoods are severely limited. OSY efforts are concentrated on the low income neighborhoods including Walnut wood, Kinney and Cordova High School.

There is a lack of resources for disconnected youth ages 16 to 24 in the targeted area. There are currently zero youth employment programs with a footprint in Rancho Cordova. While some providers claim to be serving Rancho Cordova (and surrounding) youth, without a location in the high-need area of the community, these individuals will have difficulty knowing about or accessing services.

CA DSS Office of Child Abuse Prevention - Financial Empowerment

Contact	Objective	Lead Implementer	Specifics	Outcome	Funding Amount
Carrie Osada Carrie.Osada@dss.ca.gov Family and Community Support Services, Analyst California Department of Social Services - Office of Child Abuse Prevention 744 P Street, MS 8-11-82 Sacramento, CA 95814 (916) 651-5025	Improve financial literacy to reduce the incidence of child abuse and neglect, reduce dependence on aid and improve self-sufficiency for at risk families with children 0-5	OCAP and FCCP	Build the infrastructure to support a comprehensive financial literacy education program to use with all families we serve.	Satisfactory Established a strong financial literacy infrastructure and able to embed financial education in all FCCP programs reducing generational poverty.	\$225,000

FCCP has been providing financial empowerment education with increasing capacity with a pilot grant from the Office of Child Abuse Prevention (OCAP) for the past three years. Although this grant is nearing its end, it provided us with seed money to develop and adopt Consumer Financial Protection Bureau's (CFPB) financial empowerment curriculum and tools to the unbanked and underbanked in our communities. We have created dynamic visuals, activities

and handouts to provide a vibrant experience that addresses all learning modalities in four languages; English, Spanish, Farsi and recently added Russian. Each language series has specific adoptions based on cultural specifics regarding money and banking practices. We have piloted and administered this teaching series in both in classroom and web-based modules as well as through one on one financial coaching. FCCP was recently awarded the National Financial Literacy Proclamation for the month of April 2021 by the City of Rancho Cordova Council for success mobilizing financial education throughout Sacramento County.

Through this pilot period we have delivered financial empowerment education to over 200 community members and recently funded by CalMoneySmart to continue financial literacy. Based on responses to the Financial Management Behavior Scale we learned that the most problematic financial behaviors for these individuals related to savings. Prior to the training 45.2% of respondents were not actively maintaining an emergency savings fund, 45.2% were not saving for a long-term goal and 35.7% did not save from paychecks regularly. After completing FCCP's financial empowerment education of clients not actively maintaining an emergency savings fund had dropped to 14.3%, the percentage not saving for a long-term goal fell to 16.7% and only 11.9% were having trouble savings from paychecks regularly. These are improvements of 30.9%, 28.5% and 23.8%, respectively.

SETA - WIOA Adult and Dislocated Worker

Contact	Objective	Lead Implementer	Specifics	Outcome	Funding Amount
Julie Davis-Jaffe Julie.Jaffe@seta.net Workforce Development Manager Sacramento Employment Training Agency 925 Del Paso Blvd. Sacramento, CA 95815 (916) 263-3929	Purpose and goals of proposed career (basic and individualized services	FCCP	Provide pre-vocational and work readiness services, technology to support job search and application, career pathway planning and access to training opportunities	Served over 2000 community members primarily Rancho Cordova residents at over 60% transitioned into job placements, stabilization with referrals to community resources	\$390,000

FCCP's provision of Basic and Individualized services has resulted in economic and social impacts for the targeted communities in Sacramento, in particular Rancho Cordova residents. Rancho Cordova was identified by Sacramento Employment Training Agency demographically needing access to workforce development to lower unemployment, increase economic prosperity, and increase family stability. With the implementation of the FCCP Job Center businesses have experienced a reduction in costs to train new staff and be able to access a higher qualified local labor pool to fill their open positions. Individuals and families have experienced reduced financial stress, while establishing employment history and acquiring valuable skills in a growing occupation or industry. Individuals have access to a career pathway that allows for a continued upward trend of wages in an industry of projected growth. Individuals, and their families, will become self-sufficient, increasing family stability for adults and children in the home. Family stability supports higher learning outcomes for children, higher education completion rates, and projected higher earnings for children over their lifetimes.

With the onset of COVID, Rancho Cordova became one of the highest ranking counties in Sacramento to experience increased unemployment and lacking access to community resources with the massive shut down of public transportation and critical financial resources. FCCP was able to quickly mobilize to provide concrete direct supports, dedicated, intensive case management, financial empowerment education and employment support to individuals. FCCP takes a whole systems approach to individual and family services and provides wraparound supports services such as rental assistance, employment supports, transportation, access to health and nutrition services to successfully seek employment and career training opportunities. FCCP Adult and Dislocated Worker program transitioned to providing a semi-hybrid service delivery model to include both in person and virtually capacities to provide a continuum services during the pandemic and beyond. In the process we have advanced our ability to diversify and meet the needs of the changed landscape of workforce development for both the job seekers and the employers by implementing monthly job fairs and are planning pop up job fairs onsite for employers to set up a time to be available for walk ins and assigned appointments. FCCP has provided an interview room by appointment based for candidates needing to do virtually interviews with a laptop with webcam.

SETA - WIOA Refugee Support Services

Contact	Objective	Lead Implementer	Specifics	Outcome	Funding Amount
Michelle O'Camb Michelle.O'Camb@seta.net Workforce Development Manager Sacramento Employment Training Agency 925 Del Paso Blvd. Sacramento, CA 95815 (916) 263-3868	Meet the needs of refugees in acculturation and meeting economic self-sufficiency	FCCP	Employment services for refugees provided either through Vocational English-as-a-Second Language (VESL) combined w/Employment Services (ES). Assist in adjusting access to community resources.	Satisfactory Served over 2000 community members primarily Rancho Cordova residents at over 60% transitioned into job placements and stabilization with referrals to community resources	\$236,016

Sacramento County has the highest percentage of refugees in the nation. FCCP has the foundational experience and has been operating SETA Refugee program since 2014 to meet the continued need to assist refugees with job search, job skill readiness and job placement. FCCP has also provided supportive services with referrals for affordable housing, culturally appropriate and intermittent childcare, immigration, legal and medical appointments, translation and interpretation, and other services. In some cases, there are large geographic distances between employment service providers and the areas in which resettlement agencies house newly arrived refugees. More collaboration is needed between resettlement agencies and employment services providers as new populations arrive in order to provide a more timely response to new populations arriving in the Sacramento area.

More extended services, especially mental health services, are needed to address the trauma many refugees have experienced. Trauma has been observed in children and youth in the Sacramento schools. When accessing health care, refugees also face transportation, cultural and language barriers.

There is a need for extended case management with resettlement agencies. FCCP Refugee Coordinator has provided employment service providers with supporting acculturation transitions. However there continues to be a need for broader career development services to meet the unique needs of professional refugees and SIVs including translation of transcripts

and credentials, advanced ESL, long term career pathways development, and entrepreneurship/self-employment training.

All services are provided in a manner that is culturally and linguistically compatible with a refugee's culture and language background. Refugee women are given the same opportunity as refugee men to participate in refugee-funded services, and ensure to the maximum extent possible that funded service providers hire bicultural and bilingual women to support service delivery.

4. Project Description

Provide the following information:

a. Name of the Project

Rancho Cordova Job Center & Workforce Development Program

b. Project Design

a. Describe in detail your strategies for engaging recruiting, enrolling and serving job seekers. Describe innovative ways in which you will outreach to individuals.

The goal of this program is to expand workforce development basic and individualized case management for residents of the City of Rancho Cordova. The COVID-19 pandemic disrupted labor markets globally during 2020. Millions of people were furloughed or lost jobs, and others rapidly adjusted to working from home as offices closed. Many other workers were deemed essential and continued to work in hospitals and grocery stores, on garbage trucks and in warehouses, under new protocols to reduce the spread of the novel coronavirus.

Over the past year the future of workforce landscape requires a long term, broad recovery led by enhanced productivity and innovation. The Rancho Cordova Job Center & Workforce Development program will identify and address the trajectories in careers and skills utilizing WorkforceGPS database and evidence-based research to be able to provide basic and individualized case management for adult, dislocated workers, individuals with disabilities, and recently immigrated individual. FCCP will address the widened cracks in our workforce development regarding gender equity opportunities especially for working mothers who have taken on double duty as provider and caregiver. Working mothers, especially women of color and single mothers were derailed with the onset of COVID with additional responsibilities that landed on their shoulders forcing them to sacrifice their careers, mental health and forcing them to balance the world of remote learning for their children while working to put food on the table. Working moms rose to the challenge and acquired tech savvy skills and maintained their multitasking skills of managing work for over a year. The pandemic laid bare the need for public policy initiatives to support families. FCCP is proposing to develop a part of the grant to include customized hands-on training services and mentoring to provide moms with opportunities and tools to enhance their skill set for moms who are wanting to return to the workforce or need additional support to build their confidence. A career assessment will be

provided and mothers who are interested will be introduced to small informal group setting increase their social supports among one another and be able to share past work experience and discuss future expectations. We will develop a case management module with personal academic coaches, real world career training with a resume, cover letter and other tools to start or advance their careers. Career Specialists will provide a firsthand exposure to all individuals to a wider array of career opportunities integrating the, an informed sense of their career direction, and a strong correlation between continuing education and achieving their career goals. Research indicates that most mothers prefer flexible or remote work to have a work-life balance and we will actively get trainings and on the job placement leads with leading organizations and companies.

FCCP has established a solid base and has exceeded outcomes with previously funded fiscal years and continues to see the demand in services, especially since the onset of COVID-19 and currently with the reopening of the economy and the decreased financial EDD benefits.

Our location, on the same site as Adult Education for the Folsom Cordova Unified School District, provides easy access for eligible students already on campus to access Basic and Individualized Services through FCCP's Job Center. The majority of students are low-income or CalWORKS recipients and seeking a high school diploma or equivalent, and many are English-language learners taking ESL classes. This location has a 315 square foot universal access room with eight computers for job seeker use for online applications, resume preparation, and job search. Additionally, this location has a 320 square foot training room for pre-vocational trainings and workforce preparation activities. The training room will also be utilized for employer recruitments with an adjacent private office used for one on one onsite interviewing by employers. This facility provides appropriate cubicle office space for employment services staff as well a welcoming reception area with ample wall space for job postings, community resource postings, and notices.

Our presence on the Adult Education campus has become an even more valuable asset in our ability to directly enroll unemployed and underemployed individuals in need of training programs to be able to get jobs in high demand industries by enrolling in Phelombotamie, welding, medical assistance, Microsoft Office Suites certification, Instructional assistance classes and QuickBooks. Job seekers visiting the Job Center are provided direct referrals to the Adult Education training and often given a tour of the entire campus and provided scholarship opportunities.

This project will also continue to connect participants to work opportunities in the local community including paid and unpaid internships, job shadowing and part time jobs to develop technical and professional skills for their future success. This project also addresses the needs of Rancho Cordova's business community by integrating current labor market relevance in developing a ready labor force, interns and a referral system for connecting individuals to local employment opportunities. Rancho Cordova Job center Workforce Development project will positively impact Rancho Cordova's business climate and create opportunities for businesses to grow with a talented, local workforce. These components address the City of Rancho Cordova's mission to support and value the development of children and youth, enhancing education

services, improving quality of life for community members, and providing jobs to community residents.

The components of this project include:

Intentional Career Planning – Through conducting career exploration and career assessments FCCP staff will assist students with building an employment plan that reinforces educational goals and sets them on viable career pathways providing access to reliable information to assist with alignment align with their educational goals

Integrated Workplace Experiences – FCCP staff will utilize our ever-growing network of local business connections to connect and broadening youth experiences to job shadowing opportunities, part-time jobs and internships to help individuals customize their career pathways, gain work-based learning, develop marketable technical and professional skills and connect their educational plans to their career development and future self-sufficiency. Effective employer engagement ensures that the right candidate engage with right employer or employee volunteer through the right activity at the right time in their life. FCCP will assist in identifying goodness to fit between the candidate and employer and provide ongoing support to ensure they are able to successfully achieve their potential.

Goal Planning – FCCP staff will teach participants valuable skills they are requesting including financial goal setting, understanding debt and credit, healthy relationships, social and emotional development, nutrition, understanding insurance by improving their access to community resources.

Customized coaching for unemployed and underemployed working moms – FCCP staff with work with at least 50 unemployed and underemployed working moms to establish a case managed family services modality to include support services for child care, financial supports/scholarships, healthcare access and increase social supports to ensure moms can start or advance their careers with the appropriate resources and tools.

Training Scholarships – FCCP with offer at least 15 training scholarships to qualified participants for Adult Education programs and eligible training programs to support participants success and placement.

Financial Empowerment Education – FCCP will offer at least 100 participants our Financial Empowerment Education workshop series consisting of 1-9 modules offered in person and virtually.

On the Job Training placements – FCCP will seek at least 15 On the Job Training placements for participants to gain first-hand experience and permanent job placement in new career fields.

b. Description of the population served. Include demographic, social, academic and other elements to demonstrate your working knowledge of the populations and communities you propose to serve.

Residents in target communities of Rancho Cordova experience high rates of unemployment and poverty. In addition, many residents in these communities experience food insecurity, lack of affordable housing, limited options for quality childcare referrals, and transportation barriers. FCCP's Job Center is located in the highest poverty area of Rancho Cordova, bordered by Williamson Elementary School (Free and Reduced Lunch 80%), Rancho Cordova Elementary (Free and Reduced Lunch 86%), White Rock Elementary (Free and Reduced Lunch 91%), and Cordova Villa (Free and Reduced Lunch 92%) (Folsom Cordova Unified School District January 2016). This area of Rancho Cordova also has a high population density, with many single parent households living in low-income apartments. Additionally, FCCP seeks to serve the low income pocket community in within the one of three of boundaries to be eligible Rancho Cordova resident; Rancho Cordova City limits, Folsom Cordova Unified School District and within Parks and Recreation.

Rancho Cordova is an employment sub-center for Sacramento County with a majority of jobs available located in our geographic target. Data for online job postings in Sacramento County shows Rancho Cordova second only to Sacramento City for online job postings at 1,967 and Folsom third at 1,444 job postings (**Bureau of Labor Statistics, February 2016**). Major industry sectors in Rancho Cordova and surrounding areas include manufacturing and customer service call centers. Manufacturing employers report a shortage of skilled workers with welding or machining experience including Russell Mechanical, and Aerojet. Customer service call centers report a lack of proficiency in technology and software programs for the multilingual individuals they seek to recruit for employment. Many call centers locate in Rancho Cordova due to the diversity and language capacity, however, individuals lack of skills in technology or lack of English proficiency prevent them from moving into these stable positions with long term growth potential. Additionally, potential employment candidates have barriers to entry in the labor market due to lack of access to technology for job search and application, lack of prevocational and workforce preparation skills, lack of transportation and child care support

Our primary target area includes several low income apartment communities where predominately single parent families are struggling to survive. The Folsom Cordova Job Center is located on the Adult Education campus for FCUSD where 630 adults seek remedial and basic education each year. Basic and individualized services at this location just makes sense as these adults need immediate employment and career pathway assistance. Additional needs in the community along with employment supports include food insecurity, affordable housing, quality child care referrals, and transportation. FCCP is uniquely poised to provide employment supports in addition to meeting these additional needs through Birth and Beyond, CSBG, and Family Self Sufficiency leveraged funding.

c. Describe the intake process, including collection of basic information from potential clients, informing potential clients of available services in your organization or elsewhere, and determination of client suitability for program services.

Eligibility assessment will start at clients first visit the Folsom Cordova Job Center, where they are invited to complete a registration in CalJOBS. This registration allows for them to access services such as job search assistance, resume building and career counseling. By registering in

CalJOBS, clients are able to access services at any job center in California. Part of the CalJOBS registration process requires clients to identify their employment status, address of residence, current housing situation and disability. This information is used by staff to determine eligibility for the Rancho Cordova Job Center & Workforce Development programs and to direct them to make an intake appointment and complete enrollment.

At intake appointment with a Career Specialist (CS), they will be asked about their immediate needs and employment goals. CS provides information about Basic and Individualized Services to clients. During this intake process CS will ask clients about current employment status, employment goals, and any barriers to employment. CS will assess any current needs such as food, transportation or childcare. CS will refer to other programs such as Family Self Sufficiency, DEA Program, or Refugee Program as appropriate and possible co-enrollment. Folsom Cordova Job Center will also provide language support if the client faces English proficiency as a barrier to accessing services. When determining eligibility, CS looks at client's barriers to employment such as low income, skill deficiency, and dislocated workers.

d. Describe the programs model of service delivery-cohorts, open entry-open exit, one on one mentoring. Trainees outplaced with employers, etc. Describe the process for developing and managing individualized employment plans with job seekers.

FCCP incorporates a service delivery model based in the belief that all individuals and families have inherent strengths. Our service delivery model seeks to identify and build upon these strengths to help our job seekers increase their confidence, build their technical and professional skills, and move into full-time, stable employment. FCCP seeks to provide Basic and Individualized Services to job seekers through the following activities; outreach, intake and orientation; eligibility screening, initial and comprehensive assessments, strength-based coaching, job referrals, labor market information, program and referral coordination, technology resources, individualized employment plans, career planning, short term pre-vocational services, unpaid work experience opportunities, workforce preparation activities, financial literacy education, support service assistance, referral to English language services, and follow-up services.

FCCP engages first time job seekers with Sacramento Works registration and addendum completion. The addendum will be reviewed to determine priority of service for intensive services. All community members will be provided an orientation to the center and services provided. Individuals needing basic services will be introduced to our universal access computer room and assisted as needed with job search, applications, company research, and labor market information. Individuals needing intensive services will be provided a comprehensive assessment including meeting with the participant face-to-face, assessing their career interests, basic academic skills, prior work experience and education, inherent strengths, and barriers to employment. FCCP utilizes a basic academic assessment (Key Train), personality/interest assessment (SacWorks Interest Profiler), and financial needs assessment, as well as goal setting, and labor market information to determine an individual's suitability to potential individualized training services. Additionally, individuals seeking training services will be required to research

their industry of interest, potential employers, minimum qualifications for positions, projected wage and industry growth. Employment specialists will build a trusted relationship with participants through strength-based coaching, professional and job readiness skill development. Through leveraged funding, FCCP will provide a comprehensive suite of wraparound services including family support through parent education, safety net services, resource referrals for crisis intervention, youth mentoring groups for middle and high school age, and school readiness programs for families with children nearing school age. Additionally, FCCP has been providing services in the community for over 24 years and has strong connections to other non-profit and community service providers to provide additional wraparound supports and resources to the families we serve. This comprehensive wraparound yields higher success than standalone workforce activities.

e. Describe strategies that will be utilized to ensure individuals obtain the skills needed to obtain and retain employment.

FCCP will provide the following Individualized Career Services: comprehensive assessment including academic, financial, professional and transferable skills; customer career planning; and the development of an individual employment plan (IEP). This will provide job seekers with a career pathway plan in an area of projected growth based on their individual interests, aptitudes, strengths and barriers. Additionally, FCCP will provide information about eligible training providers; individual career counseling including comprehensive case management; workforce preparation activities including resume preparation and interviewing skills; short-term pre-vocational services; and access to support services. These activities will prepare job seekers for employment by improving their professional/soft skills, increasing their technical skills through approved trainings and improving their job readiness and employment preparedness. Further, FCCP will provide access to support services as needed to pursue training, job attainment or retention. FCCP will also provide access to financial literacy training to upskill job seekers on financial strategies to build a safety net, assets and wealth for their future self-sufficiency. These activities will further increase employability through family financial planning and support services for employment activities. FCCP will continue to work collaboratively with adult education partners to provide ease of enrollment in English language classes, Adult Basic Education, and high school diploma completion services. FCCP will also continue to work collaboratively with approved local training providers for job seekers needing additional skills to improve employability in a growing occupation. Wraparound supports will be provided by FCCP's suite of services and robust network of partners in our one stop shop delivery model. This means services will be brought to the customer through on site access or telephone immediate resource introductions.

f. Describe your follow-up strategies and how they will enhance training completion rates, job retention, and growth towards career pathways.

Upon completion of training activities/individualized services and attainment of employment, enrolled participants will be contacted by Career Specialist at minimum once per quarter to

track and record continued employment, career development, and earning levels. Case notes will be made in CalJOBS online case management system. Customers will have access to Career Specialist coaching staff and FCCP's Job Center for continued support with career pathway progress, resource referrals, and problem solving post-employment attainment

g. Describe strategies utilized for employer engagement, employment referrals, and job placement services. Describe the specific roles these employers will play in your program.

FCCP has been providing employer services in the local community for over 10 through SETA funded activities. FCCP regularly reaches out to local employers through Business Walks, Chamber of Commerce events, and city economic development programs to keep a gauge on employer hiring needs. Through seven years of offering On The Job Training, FCCP has outreached to over 150 employers providing recruitment, hiring assistance and referrals of eligible candidates for employment. FCCP in combination with FCUSD Adult School hosts an advisory committee including employers, chamber executives, and city economic development to inform the employment support activities we offer to the community. FCCP communicates with employers quarterly through our Employer Advisory Committee as well as engaging monthly with Rancho Cordova and Folsom Chambers of Commerce events and regular communication with city economic development departments. This continuous communication provides FCCP valuable current and projected hiring needs to inform the funding of short-term, certificated training opportunities in growing occupations that would result in immediate employment in our local market. Through our previous Training Center funding FCCP assisted in the development of training initiatives executed by Folsom Cordova Unified School District Adult Education to provide feeder programs into local employers regular hiring needs. These initiatives have proven very successful with consistent employer partners hiring from these training initiatives and regularly communicating industry changes and workforce development needs to FCCP. FCCP is a valuable resource to the employer community in Rancho Cordova and surrounding areas to staff their entry to mid-level hiring needs with appropriate, qualified candidates.

c. Past Performance and Planned Outcomes

FCCP plan for the proposal is to expand our services and prioritize the residents of Rancho Cordova for workforce development services. 800 job seekers will receive assistance joining the labor force through access to current job openings, career counseling, work readiness activities, access to technology for job application and resume preparation, and in person employer recruitments in their neighborhoods. Additionally, 800 job seekers will be better prepared to make informed career decisions through labor market information on growing industries and career pathways. 120 individuals will become employed and/or enrolled in education along an in demand career pathway through staff assisted basic career services, coordination with local employers and educational institutions. These individuals will attain demand-driven skills in a critical occupational cluster with high growth potential as well as specialized, comprehensive strength-based coaching to overcome barriers to employment including pre-vocational skills attainment, work preparedness activities and family stabilization services. 50 of the participants will be mothers going back to work or reengaging in services who were forced to

leave the workforce due the pandemic. 15 of the 50 will receive placed in a cohort to increase social supports and will provide appropriate services for each mother resulting in upward mobility, higher lifetime earnings, and long-term family self-sufficiency. Employer developer will recruit an additional 40 new business to support placements and provide support for workforce development.

FCCP's provision of Basic and Individualized services will result in economic and social impacts for the targeted communities of Rancho Cordova. These community will experience lower unemployment, increased economic prosperity and increased family stability. Businesses will experience a reduction in costs to train new staff and access to a higher qualified, local labor pool to fill their open positions. Individuals and families will experience reduced financial stress while establishing employment history and acquiring valuable skills in a growing occupation or industry. Individuals will identify and make progress on a career pathway that provides for continued upward trend of wages in an industry of projected growth. Individuals and their families will become self-sufficient with increased opportunity for adults and children in the home. Family stability supports higher learning outcomes for children, higher education completion rates and projected higher earnings for children over their lifetimes. FCCP's approach includes a multi-generation strategy. The impact we make today with individuals and parents will result in increased economic opportunity and social mobility for the next generation.

a. Describe your experience implementing workforce development employment and training services program over the past 2 years. Identify performance measures, results, along with other key benchmarks and outcomes such as: total served, total placements, percent of positive exits.

FCCP has been providing employment services to the community for ten years through SETA funded activities. Through this endeavor FCCP provided individualized career services including program eligibility, comprehensive assessment, and case management support for various training programs resulting in a training completion rate of 70% or better each year in Occupational Skills Sector Initiatives (OSSI) and Occupational Sector Trainings (OST). These services included technology access for job seekers, assistance with workforce preparation activities including resume preparation and interviewing skills, job search assistance and holding employer recruitments. Each month the Training Center was open, we saw an increase in job seekers seeking basic and individualized supports resulting in a current average of 200 job seekers per month. Folsom Cordova Job Center will exist in this same location within the highest poverty area of Rancho Cordova providing access to job seekers relying on public transportation, walking or biking.

b. Describe your strategy for monitoring and measuring performance and outcomes.

FCCP recently trained and established a database for result oriented monitoring outcomes with an experienced Research Evaluation and Technician and will continue to learn and advance our skills to be able to create dashboards and work with the team to identify ways to address areas of need and develop a plan of improvement.

d. Partnerships:

a. Describe the collaborative partnerships you will use to implement the program. Identify demonstrated connections and existing functional partnerships that will part of this program, such as alternative education, adult education, and postsecondary institutions including community college, advanced skills training entities, apprenticeship training four-year colleges and universities, labor organizations, community-based organizations and/or other services.

FCCP continues to provide home visitation, Safety Net, Family Self-Sufficiency and Family Resource Center services to over 3,000 families annually. Most recently FCCP advanced its role to include access to public health COVID site testing in collaboration with Sacramento County and at the height of the pandemic provided over 500 tests each day the testing site was open. . The successful collaboration serving the community resulted in further funding to provide linkage and financial resources to individuals who tested positive to reduce the risk of spread and provide support for families to safely quarantine.

FCCP has a comprehensive scope of services from at risk family engagement to parenting resources, to youth support and employment coaching. We are a full-service agency serving at risk families from engagement to self –sufficiency. FCCP continues to provide financial literacy education services to middle school and high school age students with the local school district. This grant would provide expansion of the infrastructure built from the last two years of administering OCAP.

5. Projected Expected Timeline

Milestone	Date	Prerequisite Milestone/Contingency
Identify and hire train key staff	07-1-2021 to 8-31-2021	JC Manager and Site Supervisor have over 7 years of combined experience and will hire and train staff within 30-60 days of hiring.
Review and finalize intake process to be able to track Rancho Cordova residents and establish eligibility requirements	07-1-2021 to 7-30-21	Intake packets and eligibility to be tracked through the process of
Individualized and Basic Career Services	07-1-2021 to 6-30-22	800 Basic Services 120 Individualized Case Management 50 Moms Back to Work/Reengaged in Workforce (15 of the 50 in specialized cohort)
Placements & Financial Empowerment Education	08-1-2021 to 6-30-22	15 OJT placements 15 Training Scholarships 100 Financial Empowerment Education
Performance Outcomes Database	07-1-2021 to 7-30-21	Result Oriented Monitoring Outcome to be established to assist with tracking of milestones.
	07-1-2021 to 6-30-22	Track Participant Eligibility and Progress in Program.

6. Sources and Uses of Funds

a. Each funding source and proposed or committed amount.

The Rancho Cordova Job Center & Workforce Development program (RCJCWD) does not have any additional funding sources committed to it. Our requested funding amount will be the only source of funding for this program. RCJCWD is an expansion of services to the residents of Rancho Cordova.

b. Evidence of funding commitment, for any funds committed.

FCCP Job Center has funding for the WIOA programs until 6/30/21 to operate workforce development activities including our universal training access room, job search engines and computers. FCCP is expecting a re-funding of WIOA services in the next fiscal year at a similar funding amount.

c. A table that identifies sources and uses by funding source.

The Rancho Cordova Job Center & Workforce Development program (RCJCWD) does not have any additional funding sources committed to it. Our requested funding amount will be the only source of funding for this program.

7. Conflict of Interest Statement

FCCP does not have any knowledge regarding any activities or relationship of the proposer that might create a conflict of interest for the proposer.

8. Exceptions

FCCP does not have any exceptions to the NOFA requirements in its entirety.

9. Supportive Information

Program Budget Narrative

FCCP Approved Budget for the 2020-2021 FY

Financial Annual Report

Gross / Net Revenue Reports – 2019/2020 FY, 2020/2021 FY

Evidence of 501 (c)(3) tax-exempt status

Evidence of current General Liability Insurance

Evidence of current Business License

Resumes of Key Staff

Section 9:
Program Budget Narrative

Budget Narrative

City of Rancho Workforce Recovery Program

Folsom Cordova Community Partnership

Project Name - Rancho Cordova Job Center & Workforce Development Program

Budget Summary

Personnel Costs	\$	258,708.13
Other Program Costs	\$	17,680.00
Direct Participant Costs	\$	111,300.00
Total	\$	387,688.13

Activities Performed

Basic services	800
Individual Services	120
Moms to Work Component	35 + 15
On the Job Training Component	15
Training Scholarships	15
Financial Empowerment	100
Business Engagement	40

Budget Narrative

	FTE	
Personnel Costs:		
Manager / Job Center - PB	0.25	\$ 14,332.50
Job Center Site Supervisor - EP	0.50	\$ 22,937.50
Career Specialist	1.00	\$ 36,400.00
Career Specialist	1.00	\$ 36,400.00
Career Specialist	1.00	\$ 36,400.00
Employer Development	0.50	\$ 18,200.00
Program Administrative Assistant	0.50	\$ 16,380.00
Accounting- Mgr	0.05	\$ 3,380.00
Accounting- Asst	0.05	\$ 2,086.25
Director of Programs	0.10	\$ 7,140.00
Ex Director	0.05	\$ 5,350.00
Fringe Benefits / calculated at 30%		\$ 59,701.88
total FTE	5.00	
Other Program Costs:		
Audit Services \$600 per FTE		\$ 3,000.00
Copier/Printing		\$ 500.00
Landline/Internet \$250 x .25 FTE		\$ 63.00
Mobile: \$30 x 12 per FTE		\$ 1,800.00
Insurance Services \$600 per FTE		\$ 3,000.00
Mileage: \$.58 x 200 miles x 12 months		\$ 1,392.00
Program Outreach: \$50 x 12 mths		\$ 600.00
Rent: \$500 x .25 FTE		\$ 125.00
Staff Training:		\$ 1,000.00
Supplies: General \$100 per FTE		\$ 500.00
Supplies: Program 100 x 12 mths + 3 computers x \$1,500 each for new staff		\$ 5,700.00
Direct Participant Cost:		
OJT Wage Reimbursement		\$ 40,800.00
Training Scholarships		\$ 45,000.00
Financial Empowerment Stipends		\$ 11,500.00
Supportive Services		
Training Materials		\$ 2,000.00
Ancillary Supports		\$ 2,000.00
Technology Supports		\$ 5,000.00
Transportation Supports		\$ 3,000.00
Childcare Supports		\$ 2,000.00

OJT Wages

15 placements	
\$ 17.00 per hour	
40 # of hours per week	
8 # of weeks	
\$ 5,440.00	at 100% reimbursement
\$ 2,720.00	at 50% reimbursement
\$ 40,800.00	total at 50% reimbursement

Training Scholarships

15 placements	
\$ 3,000.00 amount per placement	
\$ 45,000.00	total

Financial Empowerment Stipends

100 placements	
\$ 115.00 amount per placement	
\$ 11,500.00	total

Section 9:

FCCP Approved Budget for the 2020-2021 FY,
Financial Annual Report and
Gross / Net Revenue Reports
2019/2020 FY, 2020/2021 FY

Financial documents
redacted for confidentiality

Section 9:

Evidence of 501 (c)(3) tax-exempt status

Evidence of current General Liability Insurance

Evidence of current Business License

Internal Revenue Service
Director, Exempt Organizations
Rulings and Agreements

Department of the Treasury
P.O. Box 2508
Cincinnati, Ohio 45201

Date:

MAY 06 2008

THE FOLSOM CORDOVA COMMUNITY
PARTNERSHIP
10455 INVESTMENT CIRCLE
RANCHO CORDOVA CA 95670

Employer Identification Number:

68-0271664

Person to Contact - ID#:

Jacob A. McDonald - 31-08661

Contact Telephone Number:

877-829-5500 Phone

Public Charity Status:

509(a)(2)

Dear Applicant:

Our letter dated August 1992 stated that you were exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code and classified as a public charity under section 509(a)(3) of the Code.

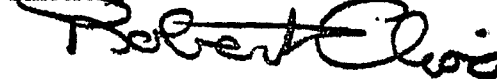
Based on the information you submitted, we have modified your public charity status to the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, 800-829-3676. Information is also available on our Internet Web Site at www.irs.gov.

Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

If you have any questions, please call our toll free number shown in the heading of this letter.

Sincerely,



Robert Choi
Director, Exempt Organizations
Rulings and Agreements

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Mindful Insurance Solutions Inc. 2043 Anderson RD Suite C Davis CA 95616		CONTACT NAME: William Donaldson PHONE (A/C, No, Ext): (530) 419 - 1156 FAX (A/C, No): E-MAIL ADDRESS: certificates@mindfulins.com	
INSURED The Folsom Cordova Community Partnership (FCCP) P.O. Box 3227 Rancho Cordova CA 95741		INSURER(S) AFFORDING COVERAGE INSURER A: NIAC -Nonprofits Insurance Alliance of CA INSURER B: Service American Indemnity Company INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 524126 39152	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ PRO-JECT ☐ LOC OTHER:			2020-101073	10/1/2020	10/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 20,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMP/OP AGG \$ 3,000,000
A	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ONLY ☒ NON-OWNED AUTOS ONLY			2020-10173	10/1/2020	10/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB ☐ OCCUR EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	SATIS0343300	10/1/2020	10/1/2021	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Professional Liability			2020-10173	10/1/2020	10/1/2021	Each Event \$1,000,000 Aggregate \$3,000,000

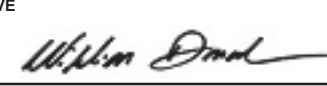
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Coverage.

Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provision.

CERTIFICATE HOLDER

CANCELLATION

The Folsom Cordova Community Partnership PO Box 3227 Rancho Cordova CA 95741	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	--

CITY OF RANCHO CORDOVA

2729 Prospect Park Drive • Rancho Cordova, CA 95670 • (916) 851-8737

BUSINESS LICENSE

License not transferable • Not valid at any other location • Post in conspicuous place

EFFECTIVE DATE
5/23/2021EXPIRATION DATE
5/23/2022LICENSE NUMBER
LIC311964

BUSINESS TYPE: 81: OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)

CONDITIONS

- COMPLY WITH RANCHO CORDOVA ORDINANCES, CODES & REGULATIONS
 - A CERTIFICATE OF OCCUPANCY IS REQUIRED FOR THIS BUSINESS. PLEASE CONTACT THE BUILDING DEPARTMENT AT 916.851.8760 TO DETERMINE COMPLIANCE.
- COMMUNITY BASED NON-PROFIT ORGANIZATION

OWNER(S)

FOLSOM CORDOVA COMMUNITY
PARTNERSHIPFOLSOM CORDOVA COMMUNITY PARTNERSHIP
P.O. BOX 3227
RANCHO CORDOVA, CA 95741-3227LOCATION
10665 COLOMA RD, 200
RANCHO CORDOVA, CA 95670

This license is issued without verification that the holder is subject or exempted from licensing by the state, county, federal government, or any other government agency.

Section 9:
Resumes of Key Staff

Peter Boateng
 Sacramento, CA 95823
 916-519-5578
pboateng@att.net

Professional Summary:

Extensive years career in social service work. Work experience and knowledge in disability, employment and homeless population services. Service delivery experience with diverse population, including homeless population with substance abuse. Ability to handle challenging cases, improve outcome, and meet clients' needs and service goals. Strength in human centered service and interpersonal/relationship building skills.

Professional Skills:

- | | |
|--|---|
| • Verbal & Writing Communication | • Interpersonal & relationship building |
| • Creative approach in problem solving | • Knowledge of community resources |
| • Employment services | • Service knowledge with substance abuse population |
| • Case management | • Management skills |
| • Career counseling & coaching | • Proficiency in MS programs |
| • Teaching & workshop presentation | |

Professional Experience:

Job Center Manager	01/2014-Present
Folsom Cordova Job Center	Rancho Cordova

- Manage and coordinate employment services program
- Conduct service needs assessment, career coaching and assist clients with employment goals.
- Coordinate and conduct employment workshops and trainings to enhance program services.
- Develop relationship with employers and conduct job recruitment outreach with employers.
- Review scholarship applications and manage Individual Training Account database.
- Case management, supervise staff and assist customers with community resources.

Transitional Living & Community Support Services	10/2012–01/2014
Residential Service Coordinator	Sacramento, CA

- Provide case management services for homeless population with substance abuse issues.
- Assist client with referrals to community resources and employment services.
- Monitor residents' activities and enforce program service rules to ensure compliance.
- Assess and evaluate residents' needs and goals to meet program services
- Document clients' progress and readiness to transition to permanent housing.

Director of Community Resources	07/2009 – 05/2011
Circle of Support Integration Services	Sacramento, CA

- Direct, coordinate and manage community resources program.
- Assist clients to access, locate and obtain community resources to enhance their lives.
- Ensure the effective program use of community and on site resources, activities, functions, events and services to meet clients' needs or goals.
- Evaluate satisfaction and improvement of program services.

Community Service Facilitator
California Exceptional People Services

06/2002 – 03/2009
Sacramento, CA

- Provide Supported Living Services for adults with developmental disabilities.
- Develop individual Service Plan (ISP) for clients to meet their support goals and needs.
- Coordination of services with other social agencies in Sacramento County to meet clients' needs.
- Management of clients' caseloads, and assist clients with community resources.
- Supervise, monitor and coordinate staffing activities.
- Conduct staff meetings, address staff issues, and evaluate work performance.

Education:

Associate of Arts Degree, Social Sciences
Sacramento City College

EDITH PACHECO

| Rancho Cordova,, CA 95670 | (916)470-5169 | pacheco102@yahoo.com

PROFESSIONAL SUMMARY

Dedicated professional with experience in employment services. Driven to provide high quality services to clients while upholding department policy. Adept in providing services to a diverse population while collaborating with staff and America's Job Centers in the Sacramento region.

SKILLS PROFILE

- Bilingual Spanish/ English (Verbal/Written), critical thinking skills, problem solver,team player, active listener, time management, service orientation,attention to detail, integrity, dependability and the ability to stay calm under stressful circumstances.
- Proficient in Microsoft Office applications: Word, Excel, PowerPoint and Outlook. Adept in using Google suites such as Docs, Calendar,Drive, Sheets, Slides and Hangouts. Effective in using Zoom for meetings and training.

EMPLOYMENT HISTORY

Site Supervisor ,
Folsom Cordova Job Center-America's Job Center of
California

06/2020 — Present

Rancho Cordova, CA

- Provides general information to clients about Unemployment Insurance eligibility and assistance with navigating EDD Website.
- Lead on entering and updating CalJOBS codes related to WIOA (Work Innovation and Opportunity Act)and non-WIOA training activities.
- Assist Job Center manager with training initiatives, enrollment and job readiness education.
- Address customer issues as they arise.
- Ensures compliance with federal guidelines for job center services including priority of service, non-discrimination, WIOA directives and grievance procedures.
- Make suggestions and recommendations for process and program improvement as well as assist with implementing changes.
- Advocate as appropriate for system improvement in Job Center services delivery within Sacramento County.
- Supports in training,supervising, coaching, evaluating and onboarding team members.
- Collaborates with job manager in conducting Quality assurance checks for Job Center Programs.
- Provides training to staff on WIOA directives, Job Center policies and updated WIOA directives.
- Maintain updated knowledge of current labor market and market trends, growing industries, and emerging occupations.
- Assist participants with applications for financial assistance, scholarships and employment applications.

ITEM 12.1.

ATTACHMENT 5

- Guides participants in determining and accessing appropriate services.
- Administer and review the result of education, vocational and employment-related tests designated to identify skills, aptitudes and interests of eligible participants.
- Enter CalJOBS information and review CalJOBS data for completeness and accuracy.
- Follow procedures for the issuance of training scholarships, SCRIP and support services. Enter data in CalJOBS as required.
- Establish and maintain cooperative and professional working relationships with staff, volunteers, partners, clients and the general public.
- Strive to meet and exceed monthly/ annual program goals.
- Collect program data, reports, evaluations and track outcomes for Grant Reports.
- Attend supervision and team meetings.
- Maintain a positive working relationship with other departments, deal with conflict in a positive and effective manner.

**Career Specialist/ Training Coordinator,
Folsom Cordova Job Center-America's Job Center of
California**

9/2017 — 5/1/2020

Rancho Cordova, CA

- Effectively uses computer software and general applications to support work development functions.
- Maintains accurate and timely case files and records.
- Conducts assessment and evaluation of clients using interviews and assessment tools.
- Provides ongoing assistance to clients including those with additional needs including but not limited to: Barriers to employment, older workers, limited English speakers, single parents, CalWORKS recipients, emancipating youth, ex-offenders, unemployed and underemployed.
- Reviews customer applications/resumes to match qualifications with employment specifications
- Facilitates group meetings, orientations and workshops.
- Assists clients in using resume preparation software, internet job search tools and automated job match systems.
- Develops customer Individual Employment Plans including short- and long-term career goals, barriers to employment, plans to resolve barriers, transferable skills and job readiness training.
- Produces and administers workshops on pre-employment skills and professional skills.
- Administers and reviews the results of vocational and employment-related tests designed to identify skills, aptitudes, and interests of eligible participants.
- Assess customer's employment goals and evaluate them in relation to the customer's current transferable or potential skills and their relevance to local labor market conditions.
- Assess the customer's need for supportive, social and financial services and refer to appropriate resources as needed.
- Supports all aspects of overall agency resource development plans and functions.
- Collects program data, reports and evaluations and track outcomes for Grant Reports.

ITEM 12.1.

ATTACHMENT 5

- Participates in agency staff meetings, organizational planning and other agency related functions.
- Communicates effectively in writing and verbally with a wide range of constituents and vendor partners

Home Visitor, AmeriCorps/ Birth & Beyond/ FCCP

10/2016— 8/2017

Rancho Cordova, CA

- Conduct regularly scheduled home visits to assigned families, to provide the Nurturing Parenting Program to parents and children in their homes.
- Provide screens and assessments on all assigned families.
- Work with families to empower them to engage in problem solving.
- Model effective parenting behavior, provides support, education/ information, and provides parents with age appropriate parenting and positive discipline techniques.
- Promote parent participation in home activities (lesson) designed to promote the physical, emotional, social, and intellectual development of their children.
- Work with families to develop, review, and update Family Nurturing Plans per Birth & Beyond Policies & Procedures under the direction of the Team Leader.
- Model nurturing attitudes and behaviors in all contacts with program participants and program staff.
- Utilize community resources, in-home teaching, and supportive problem solving to help families meet the goals of their nurturing plans.
- Advocate for and act as a liaison for families with existing community services and agencies, which may include routine translation and interpretation.
- Complete documentation as required by B&B Policies & Procedures; including but not limited to: Face to Face reports; Family Nurturing Plan; Multi-Disciplinary Resource Team forms; Immunization Records; Critical Incident Reports, CPS reports, etc.
- Participate as a member of the B&B Multi-Disciplinary Resource Team (MRT) of service providers, presenting assigned families to the MRT as required.
- Consult with MRT members regarding issues the family may experience that need additional assessments, referrals, or services.
- Facilitate and document ongoing progress of the MRT action plan.
- Attend required B&B trainings provided by The Child Abuse Prevention Center, the County of Sacramento, and its Contractors.

Shift Manager, Wing Stop

08/2012-10/2016

Rancho Cordova, CA

- Supervise employees in different stations. Responsible for daily Inventory, cash register operation and till counts and balancing. Resolve customer complaints and concerns. Train new employees on register operations, order taking, dining area monitoring, general upkeep and restroom janitorial duties. Coach employees on different stations such as food preparation per company and health standards.

Assistant Manager, Burger King

3/2003 — 7/2012

ITEM 12.1.

ATTACHMENT 5

Rancho Cordova, CA

- Training of new employees, supervision of employees on shift, employee review, task delegation, inventory count, till balancing, light bookkeeping, excellent customer service, enforcement of health standards and sanitization.
- Order taking and service, cash register operation, food and order preparation, cleaning of kitchen and dining areas.

EDUCATION

- **B.A. Political Competences in Human Services** Sacramento State University Sacramento, CA
- **A.A. Political Science** Sacramento City College Sacramento, CA

References available upon request

Professional Highlights

4+ years of professional career and practices as a **Career Specialist**. Experience working and providing employment services to individuals from diverse backgrounds. Strong work ethics and excellent ability to maintain positive and confidence attitude in fast paced and challenging environment.

Summary of Qualifications/Skills

- | | |
|---|--|
| • Coaching & training skills | • Excellent customer service & interpersonal skills |
| • Case management / counseling expertise | • Strong organizational skills / Multitasking |
| • Employment & Community resources knowledge | • Commitment, and ability to meet goals & deadlines |
| • MS Office proficiency (Word/Excel/PowerPoint) | • Flexible and adaptable & excellent team player |
| • Outstanding communication (verbal/written) | • Recognized confidentiality skills |
| • Bilingual Arabic/English | • Dependable; work well to minimum to no supervision |
| • Outreach and public speaking skills | |

Work Experience

Career Specialist | Folsom Cordova Job Center | Rancho Cordova | CA 07/2017 – Present

Administrative Assistant | Folsom Cordova Job Center | Rancho Cordova, CA | 01/2017 - 06/2017

- Assist job seekers with job readiness skills; resume building, interview skills, job search, Unemployment Insurance applications and Caljobs registration
- Complied with America's Job Center, Sacramento County and EDD's policies and practices
- Provide in person and remote employment services/programs/provide community resources
- Provide basic and individual employment services/case management to individuals with different cultural, work and educational background under the Refugee Program and the Subsidized Employment (On-job-training)
- Facilitate and prepare orientations and job readiness workshops
- Follow up on outreach and job development
- Maintain clients' documents and case confidentiality, follow up schedules and deadlines
- Assist with enrollment, interpreting services, and complying with policy and guidelines.
- Follow up on referrals, and handle intakes; phone/one-on-one/virtual
- Attend regular workforce meetings, trainings and workshops (in person and virtual) by SETA Sacramento Employment and Training Agency, Employment Development Department, and other affiliates
- Run and verify Sacworks official typing and data entry tests
- Train and coach trainees or volunteers
- Manage clients' data entry to produce monthly reports

Customer Service Representative | MAXIMUS - California Health Care Options Aug '14– Mar '16

- Provide a strong and professional customer service in English or Arabic language to the public who descend from different cultural background
- Verify clients' bio data and eligibility following HIPPA rules and the California's State policy and guidelines
- Enroll eligible Medi-Cal clients into the Managed Health Care plans after explaining the rules, requirements, timeline and benefits, and provide government programs & services resources

Volunteering/ Other Activities

- An active community member/event planner at OLOR, Carmichael heading large festivals and events; including marketing and graphic design
- Volunteered/organized multiple activities for my children's soccer, Boy Scouts and school band teams ('01-'19)

Education/Certificates

- Small Business Solutions Certificate (Office Bookkeeping/Quick Books Pro) | Sunrise Technical Center |Citrus Heights, CA | Jan 2007
- Business Diploma in Business Administration "Economics & Book Keeping" | Pitman's Institute | Kuwait

Ahmad Belal Saraj

Elk Grove, CA 95758
(916) 601-7140 a.belalsaraj@gmail.com

PROFESSIONAL SUMMARY

Experienced Refugee Career Coordinator with 3 years of experience in employment service. Excellent reputation for providing employment service for newly arrived refugees.

SKILLS

- Customer service and good communication skill
- Proficient in MS Office
- Trilingual (English, Farsi, and Hindi)
- Punctual and great team player
- Complex Problem Solving
- Reporting and Documentation
- Staff Leadership

WORK HISTORY

REFUGEE CAREER COORDINATOR | 10/2018 to Current

Folsom Cordova Community Partnership - Rancho Cordova, CA

- Maintain accurate and timely case files and records for over 3 years.
- Develop networks and referral relationships among service providers and business partners to support newly arrived refugees.
- Assist clients with applications for employment, scholarships, financial assistance, etc.
- Provide advocacy to Refugee participants on their way to self-sufficiency.
- Perform one-on-one supervision with refugee career specialists to meet refugee program policy compliance.
- Complete all paperwork, recognizing any discrepancies and addressing them in a timely manner.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement

MATERIAL HANDLER / PROBLEM INSPECTOR | 09/2017 to 09/2018

Volt Workforce Solutions - Sacramento, CA

- Received oral instructions to determine work assignments.
- Inspected and tested Apple products before packaging.
- Worked to find Apple products problems then communicate with IT department in order to solve product issue and get customers satisfaction.
- Scanned Apply products by utilizing SAP Logistic system.
- Created daily report for the shift team leader.

TELLER | 04/2016 to 05/2017

Azizi Bank - Kabul, Afghanistan

- Processed customer transactions promptly, minimizing wait times.
- Completed highly accurate, high-volume money counts via both manual and machine-driven approaches
- Assisted customers to open checking, saving, and fixed deposit accounts.
- Maintained friendly and professional customer interactions.

ITEM 12.1.**ATTACHMENT 5**

- Answered customer inquiries regarding account balances, transaction history, service charges, and interest rates.
- Educated customers on use of banking websites and mobile apps.
- Processed customer transactions promptly, minimizing wait times.

EDUCATION

ATVI(Afghanistan Technical Vocational Institute) - Kabul, Afghanistan | Associate degree
Business Administration, 01/2016

SURINDER GILL, PhD

(916) 254-8226

E-mail: dr.shindergill@gmail.com

PROFESSIONAL EDUCATION:**PhD - HUMANITIES / TRANSFORMATIVE EDUCATION LEARNING & CHANGE**

California Institute of Integral Studies - San Francisco, California (2009)

MASTER OF ARTS DEGREE - MULTICULTURAL EDUCATION

California State University, Sacramento (2003)

Thesis: **Second Generation Sikh Women and The American Experience****BACHELOR OF ARTS DEGREE - CHILD DEVELOPMENT**

California State University, Sacramento (1998)

ACUE Accreditation April 2020

SUMMARY OF QUALIFICATIONS:

Creative, self-managed, and highly accomplished professional with a reputation for achieving goals using an in-depth knowledge of analytical support services with versatile teaching and training skills. Extensive experience managing and working in behavioral healthcare and university setting with culturally and socially diverse populations.

Professional Skills and Abilities Include:

- Extensive project/program management experience with large scale planning projects, working with complex variate data sets and executing data-driven analytical decisions
- Designed, presented and facilitated following trainings: Theory of Change, Engaging Fathers, Domestic Violence, Removing Stigma of Mental Health Services, Trauma Informed Care by Dr. Bruce Perry, Cultural Competency in the Workplace and Foster Youth Success
- **Co-Chair Joint** commission implementation and standards to meet accreditation
- Chair Cultural Competency Committee and HIPPA Committee
- Monitor project deliverable as related to organization change management and ensure compliance and fidelity outcomes as defined by the project/program.
- **Intermediate to advance skills using Microsoft Word, Excel, Canvas, SQL, SPSS, PowerPoint, Google Doc, Avatar and Access**
- Team TIP certified with Transitional Aging Youth as an auditor by Dr. Rusty Clark

DIRECTOR OF PROGRAMS**Folsom Community Collaborative Partnership****1/20-current**

- * Provided program management and training to Home Visitation and transitioned into Director of Programs with FCCP Job Center
- * Direct management and responsibility of assigned departments and program management staff.
- * Ensure compliance with all aspects of assigned departments' grants and contracts including but not limited to: performance outcome measures, quality assurance, reporting, budgets, evaluation, insurance requirements etc.

CLINICAL SUPPORT SERVICES MANAGER**River Oak Center for Children - Sacramento, California****10/14-6/19**

- * Evaluate agency Behavioral health and Outpatient Evidence Based Practices

ITEM 12.1.

ATTACHMENT 5

- * Consult with executive leadership team with performance outcomes, data reports to guide effective decision-making
- * Formulate program directives and recommendations to control program costs, ensure regulatory compliance and mitigate risk
- * Supervise and monitor Research Evaluation Teams assigned projects.
- * Project and Organizational Management including Root Cause Analysis

TEAM LEADER/CLINICAL SUPERVISOR

Sacramento Children's Home, Meadowview FRC

12/06-10/14

- Responsible for overall management and supervision of the team's caseload, monitoring program outcomes, assessing risk, and delivery of care.
- Actively participate in tracking and maintaining the quality of services provided and, in the recruitment, and selection of qualified staff.
- Analyze and ensure program goals, policy changes are being met ongoing.
- Manage contract compliance with CalWORKS, Title 5 & 22, Public Health Nurses and CPS

TEACHING / RESEARCH EXPERIENCE:

ADJUNCT PROFESSOR

12/13-current

California State University, Sacramento

Sacramento, California

University-level experience teaching upper division Child and Adolescent Development courses: **CHDV 138** Social Emotional Development, **CHDV 154** Issues in Parenting, **CHDV 30 & CHDV 35** and **EDC 244** Trauma and Crisis Counseling

Research and Creative Academic (RCA) Proposals with Office of Research Innovation and Economic Development (ORIED)

Certified in Hybrid Online Teaching

Capital Campaign Ambassador

Co-chair research on the Influence of Mentorship for College Foster Youth Outcomes

RCA Goodness to Fit and Parenting Style

RCA on Multicultural Aging in America and Palliative Care

PROJECT CONSULTANT

My Sister's House

(6/06-1/11)

Recruited by Executive Director to assist in MSH mental health grant to meet the needs of Asian and Pacific Islander women and children impacted by domestic violence in the following capacity:

- * Developed, designed and implemented mental health individual and group rehabilitation/social skill building curriculum to culturally diverse clientele assisting domestic violence survivors and their children to overcome trauma of abuse to be able to increase self-concept and educational competency.
- * Collected and gathered baseline data to meet grant deliverable and outcomes
- * Provided monthly reports and end of the year results to Executive Director and Board Members.

PROFESSIONAL AFFILIATIONS:

- Member, CAPITAL Organization
- Member of OCA
- My Sister's House Domestic Violence Safe Haven for API women and children
- California State University Alumni

ITEM 12.1.**ATTACHMENT 5**

- Member, West Sacramento Sikh Temple & **Founding Member of first Sikh Charter School in California**
- Diversity Team Member, Sacramento Police Department
- Completed Asian American Leadership Academy **(06-11)**
- California Human Development Board Member Public Sector



Amanda Norton
Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Dear Ms. Amanda Norton,

Thank you for the opportunity to respond to the request for proposal from the City of Rancho Cordova for the Workforce Recovery Programs. General Assembly (GA) has extensive experience in workforce development and has invested in programs to increase access to technical career pathways, including partnerships with companies, governments, and creative financing models specifically designed to reach individuals who typically would not qualify for traditional financing options. Given our vast experience we would be excited to partner with the City of Rancho Cordova to increase access to career pathway programs and help Rancho Cordova residents with barriers to employment enter the workforce in skilled occupations.

Through public-private partnerships with states, cities, companies, and community groups, we are pioneering a new approach to education and training that reflects both the changing demands of the labor market and the needs of a new generation of working learners. [More than 90% of graduates](#) from GA's immersive programs who participate in our career services program secure a job within six months. Based on a Gallup survey of GA graduates — with 5,000 individuals responding — immersive graduates made back the full cost of tuition within one year and **doubled their income**, on average, in five years — see our Outcomes Report in the Supportive Information section for more details.

As a mission-driven organization, GA has maintained a steadfast commitment to creating equitable pathways to the most in-demand careers in the digital economy over the course of our ten-year history. We launched our social impact portfolio in 2014 when we were still a venture-backed start-up, collaborating with businesses, nonprofits, and government to build partnerships designed to ensure that adults from underserved and overlooked communities could access our programs.

With support from AT&T, we piloted our innovative partnership with Per Scholas, CodeBridge, in New York and Atlanta, laying the groundwork for a \$5 million investment



from the Obama Administration's TechHire initiative. Funded through the Obama Administration's TechHire initiative, CodeBridge linked Per Scholas and GA's training offerings to train 254 adults from underserved communities to become software engineers in New York City and Atlanta.

In Sacramento, GA and the team and nonprofit tech training provider Merit America teamed up with Mayor Darrell Steinberg, the Greater Sacramento Economic Council, and the Greater Sacramento Urban League to rapidly deploy a digital skills training offering to prepare talent from communities of color in Sacramento for jobs in data analytics and helpdesk support leveraging CARES Act funding. A total of 40 students were selected for training, 36 successfully graduated, and to date 24 graduates have found jobs with more come — graduates are eligible for our career services until they are placed at a job. With students doubling their income, on average, in five year, this has the potential to change not just the trajectory of the income earner, but also to create intergenerational wealth. On average, an adult making \$28k a year before GA in 2020 would increase their income to \$56k by 2025. References for our work in Sacramento and other projects are included in our Supportive Information section.

General Assembly was founded in 2011 and currently has 866 instructors and 574 non-instructional staff for a total of 1,440 employees globally. For this program, Tom Ogletree, Vice President of Social Impact and External Affairs, is the executive sponsor. Alexandra Pisano, Senior Director, U.S. Campus, will lead strategic planning. Moira Smith, Community Reskilling Project Manager, is overseeing operations. In addition to this core team, GA will staff admissions representatives, instructors, career coaches, student success support through our regular staffing assignment to ensure we are equipped for this proposal. We have included some sample staff bios in the Supportive Information section.

Described in further detail below, we propose running three cohorts of our flagship career change program, the Software Engineering Immersive. There has been strong continued demand for software engineering skills even in the unstable economy over the last year. This program would require \$300,00 per cohort which includes recruitment, admissions, program delivery staff, student success, and a designated career coach for each student until they have secured job placement.



General Assembly, Inc is a fully owned subsidiary of The Adecco Group, a public company traded on the Swiss stock exchange. The Adecco Group's full annual report for 2020 can be found here: <https://www.adeccogroup.com/investors/annual-report-2020/>. And The Adecco Group's full annual report for 2019 can be found here: https://adeccogroup.it/wp-content/uploads/2021/03/Adecco_Group_Annual_Report_2019.pdf. Our Business License Number for the City of Rancho Cordova is OOA-001538 and we have included our Business License in the Supportive Information section.

Thank you for consideration, and please contact us with questions or requests for further information.

Sincerely,

Liz Simon
Chief Operating Officer

GA NYC HQ
915 Broadway, 3rd Fl
NY, NY 10010
(917) 722-0237
generalassemb.ly



Table of Contents

Section 3: Qualifications and Experience	5
Section 4: Project Description	10
Section 5: Sources and Uses of Funds	15
Section 6: Conflicts of Interest Statement	15
Section 7: Exceptions	15
Section 8: Supportive Information	16
Business License	17
Letters of Support	18
Outcomes Report	20
Software Engineering Immersive Curriculum	44
Sample Staff Bios	54
The Sacramento Bee How Sacramento IT boot camp launched careers for unemployed	57
Forbes What Can We Learn From Louisville About Equitable Economic Recovery.....	66



Qualifications and Experience

About General Assembly

General Assembly is the global leader in digital skills transformation, helping power large-scale upskilling and reskilling initiatives for tens of thousands of adults around the world and working with leading enterprises on large-scale digital initiatives.

Over the past eight years, GA has trained over 80,000 adults in fields such as data analytics, data science, digital marketing, software engineering, user experience design across 32 campuses in five countries. GA's enterprise team has partnered with leading companies — including 42 of the Fortune 100 — on large-scale programs to upskill and reskill thousands of workers with in-demand tech capabilities as businesses across sectors become tech firms.

Further, GA has made significant headway in partnering with workforce development agencies at the federal, state, and local level, as well as leading nonprofits that are promoting access to members of underserved and overlooked communities. We are excited about the opportunity to team up with the city of Rancho Cordova to provide curriculum and training to power its workforce and support broader talent investments in the regional economy.

What We Do

Since 2011, General Assembly has transformed tens of thousands of careers through pioneering, experiential education in today's most in-demand skills. Whether they want to build certain skills or completely pivot into careers in data, tech, or design, students get access to award-winning curriculum and expert instructors, career coaching, thousands of hiring partners, and a global community of 80,000+ alumni. Courses are offered in workshop, part-time, or full-time formats.

GA pioneered the practice of effective remote skills training. We have a five-year track record of offering online-first training programs, and were able to quickly pivot to remote learning without sacrificing quality or student experience — our net promoter scores (NPS) have stayed consistent, as have our number of withdrawals and drops, two key data points we track closely.

**Our Students**

Students who come to GA typically have an interest in, and passion for, technology, but do not need to have formal experience in coding or software engineering to be successful. Students must be over the age of 18 and have a high school diploma or a GED, and must complete a preliminary assessment process that is designed to measure passion, grit, persistence, and ability to learn. GA students come from a range of educational and professional backgrounds—75% have a college degree or above, and most students are between the ages of 25 and 35. Students come from an incredibly diverse array of careers, and include former musicians, Wall Street bankers, Uber drivers, athletes, actuaries, and more.

Outcomes

A core component in the skills training is equipping students with employability skills through project-based collaborative work, which is supplemented by career readiness and “soft” skills through the career coaching program. Career coaches begin working with students on the first week of the program, and teach a lesson every week related to career readiness. These coaches are students’ accountability partners, helping to set goals, plan for success, and stay on track with their job search. Their expertise lends students a holistic understanding of their prospective industries, roles, and career trajectories through in-class speakers, and networking opportunities. These resources help our students understand the job market they’re entering and take advantage of opportunities to grow.

As students move towards graduation, we focus on the importance of building community through strategic networking. Our GA team hosts a range of weekly events, such as Q&A sessions with industry experts. Typically, we work with employers to understand what roles they have open and then find great matches from our graduate pool. From there, we share the candidates’ materials (e.g., CV, portfolio, etc.) with the employer and they directly contact candidates they are interested in.

Once students begin the job search, they are expected to meet the minimum standards for career services support: apply to ten jobs per week, attend one networking event per month, maintain a job search tracker, and regularly (at least fortnightly) speak with their career coaches. Career coaches work hand-in-hand with students until they secure their first role, no matter how long the search takes — though most students are able to secure roles within six months of course completion.



While not all students come to GA to change careers, those that do receive comprehensive [job placement support](#) from our team of dedicated career coaches. Over the past seven years, GA has helped more than 12,000 career-changers land jobs in software engineering, data, and user experience (UX) design our outcomes programming. Students work hand-in-hand with dedicated career coaches who help them build a personal brand, apply for jobs, prep for interviews, and tackle technical assessments with confidence.

One year after the course, 96.8% of graduates from our immersive programs who participated in our Full-Time Career Services program had accepted a job offer in their field of study. 90.5% of graduates who participated in our Full-Time Career Services program accepted a job offer in their field of study within 180 days of graduating. For graduates of Q1 2019 - Q3 2019, this number is 92.4%. For graduates of Q4 2019, who kicked off their job search as COVID-19 impacted the economy, this number is 84.8%. An additional 8.7% of all full-time job seekers accepted a job offer after 180 days, for a total of 99.2% of this eligible population working in the field.

Not only do GA's immersive programs translate into job placements, they also lead to higher job satisfaction and increased wages for students. One year after the course, 84% of Immersive graduates were happier in their careers, and 74% were making more money. Five years after course completion, a majority of Immersive graduates more than doubled their income (103% increase, on average).

Our graduates secure jobs at top companies across sectors including Adobe, Amazon, Apple, Bank of America, Capital One, Cisco, CVS Health, Deloitte, Dish Network, Disney, Express Scripts, Google, HP, Microsoft, Prudential Financial, Salesforce, Verizon and Visa.

Social Impact

At GA, we pioneer [accelerated training models](#) to empower underrepresented communities in tech and unemployed or underemployed adults. Regardless of previous barriers to education and employment, GA believes everyone should be able to pursue a meaningful career they love. Through our partnerships and programming, we aim to:

- Ensure anyone with the passion and readiness to succeed can access GA programs, even if they can't pay out of pocket, through scholarships and innovative financing options such as Income Share Agreements.



- Increase representation of women, people of color, LGBTQ+ individuals, and veterans in tech roles across a range of industries through events, workshops, diversity initiatives, and investments in talent.
- Build and foster a tech talent pipeline that reflects the diversity of communities where GA operates and the global GA community in partnerships with companies, government agencies, and nonprofit organizations.

Over the past year, General Assembly has trained over 3,000 adults who face barriers to education and employment through scholarships and partnerships with companies, nonprofits, and government agencies. In these efforts we have targeted students who are unemployed or underemployed due to COVID-19 and who are facing economic hardships. Our full student demographics are outlined in the Outcomes Report included in our Supportive Information section. With these specific initiatives we aim to include 50%+ people of color, 50%+ women, 100% unemployed or underemployed.

A few highlights from recent programs include:

- **Sacramento, CA: The Greater Sacramento Economic Council** is the region's leading economic development organization. With GA, the Greater Sacramento Economic Council worked to provide those impacted by COVID-19 an opportunity to reskill for career tracks in tech that have strong long-term prospects, and to build a diverse talent pipeline to attract tech jobs to Sacramento. Students graduated from our full-time career change program and received job placement coaching and support. GA is exploring expansion with Sacramento given the success of the program.
- **Buffalo, NY: M&T Bank Corporation** is an American bank holding company headquartered in Buffalo, New York in the financial services industry. M&T Bank had a vested interest in creating a digital talent pipeline in Buffalo and investing in the local economy. GA worked with M&T Bank to offer open access to introductory classes and workshops and fully fund 75 enrollments into GA's part-time evening skill building classes. GA is exploring expansion with M&T Bank given the success of the program.
- **Louisville, KY:** The [Future of Work Initiative](#) in Louisville is led by **Humana** and made possible by a partnership between Humana, Microsoft, and the Louisville Metro government. These groups united on their goal of building local talent for digital jobs. Humana is headquartered in Louisville and has a particular interest in investing in the local community. The Future of Work initiative in Louisville features open access to short-form classes, workshops, and 100 part-time upskilling



scholarships for Louisville metro residents who are unemployed or underemployed. GA is exploring expansion with Humana and the City of Louisville given the success of the program.

- **Spain:** In Spain, GA worked with **Fundacion Adecco** and **The Adecco Group** to run a Software Engineering Immersive cohort for students with disabilities. This program was run in Spanish and with great success and we are in the process of planning the second iteration of this project.
- **Atlanta, GA:** [Accelerate](#) Atlanta is a **Microsoft**-led initiative working with other corporate partners to promote upskilling in digital skills for Atlanta-based residents and support the development of a digital talent pipeline for local employers and clients. GA worked with Microsoft to offer our exploratory classes and workshops and sponsor students through our part-time skill building programs. GA is working with Microsoft to bring the Accelerate program to more cities. We just announced Accelerate New York and are in the process of planning the expansion to three additional cities in 2021.

General Assembly's social impact programs have received awards from Best for NYC, City & State Magazine, Fast Company, the MIT Inclusive Innovation Challenge, and the Workforce Magazine Optimas Award for Corporate Citizenship. GA has been awarded government grants through the Greater Sacramento Economic Council, the Connecticut Department of Employment and Community Development, the Greater London Authority, the New York City Tech Talent Pipeline, RealJobs Rhode Island, and the United States Department of Labor, and private support from Microsoft, Humana, M&T Bank, Adobe, AT&T Aspire, BNY Mellon, and Capital One Future Edge.

Our team

The core team for this project will be as follows:

Tom Ogletree

Vice President of Social Impact and External Affairs

Executive sponsor

tom.ogletree@generalassemb.ly

917 - 628-1977

Based in New York, NY



Alexandra Pisano,
Senior Director, U.S. Campus
Strategic planning
Ali@generalassemb.ly
310- 200-1010
Based in San Francisco, CA

Moira Smith
Community Reskilling Project Manager
Operations & coordination
moira.smith@generalassemb.ly
443-822-2475
Based in Santa Fe, NM

In addition to this core team, GA will staff admissions representatives, instructors, instructional associates, career coaches, student success support through our regular staffing assignment to ensure we are equipped for this proposal. We have included sample staff bios in the Supportive Information section for the following roles that work closest with students:

- Admissions Producer
- Software Engineering Immersive Instructor
- Career coach

Project Description

GENERAL ASSEMBLY & THE CITY OF RANCHO CORDOVA

For this purposes of this grant, General Assembly will provide:

1. Execution of three (3) Software Engineering Immersive (SEI) courses, launching in Fall 2021. GA will execute 1 cohort per quarter, for approximately 20 students per cohort. The following is included as part of enrollment in SEI:
 - a. 480 hours of instruction in software engineering and computer science fundamentals.
 - b. Individualized support from instructors and student experience team.



- c. Outcomes/career search curriculum and 1:1 career coaching.
 - d. Access to GA's network of 19k hiring partners and 80k global alumni.
2. Execution of free information sessions and introductory classes to introduce the local community to GA and the topic of software engineering and engage prospective students.
3. Partnership with Modis Recruiting Northern California-based offices to drive student outcomes.

The City of Rancho Cordova will provide:

1. If in-person programming is preferred, help identifying and funding a space.
2. Introductions to non-profit, education, Veteran-serving and workforce development organizations and other community partners to help create a robust prospective student pipeline.
3. Support in co-hosting information sessions and other free community events.
4. Connections to employers interested in hiring junior software engineering talent.

About the Software Engineering Immersive

The Software Engineering Immersive (SEI) is GA's flagship program, an immersive, 12-week course that prepares students for junior level software engineering roles upon graduation.

The SEI program includes 480 hours of classroom time over twelve weeks, with 140 hours of guided learning, 340 hours of project or team-based work, and 200 hours of self-access learning. GA has run SEI live online for four years, and our remote courses mirror the campus experience with the same curriculum, instruction, student support, and career outcomes. We use best-in-class technology to create a seamless learning environment with Zoom and Slack forming the basis of our interactive virtual classroom. Watch a video of the live online experience [here](#).

SEI includes four units of study:

- **Fundamentals:** Responsive layout and logic using JavaScript/jQuery
- **Full-stack development:** MVC Server Apps, REST software architectural style, relational databases, security, testing and RESTful routing on the client-side
- **Front-end frameworks:** JS MV* Frameworks, Advanced JavaScript concepts, Independent Learning



- **APIs and Full-Stack Development:** API, Non-relational Databases, AJAX, Team Collaboration

Upon completion, participants are able to design and lay out responsive web applications, build secure full-stack web applications, safely model and store SQL and NoSQL databases, develop web applications using JavaScript, consume and integrate third-party APIs in application, use modern JavaScript browser application frameworks, and deploy applications to the web using cloud-based hosting. The full SEI curriculum is included in the Supportive Information section.

Staff and Support Team

From start to finish, every Immersive student has a team of GA staff supporting, troubleshooting, and advocating for their continued successes.

- The **admissions** team ensures students are ready to participate in the rigorous program and have clear expectations about the course experience.
- The **student success** team facilitates orientation, communicates logistics, and provides students with touchpoints for accessibility, education plans, and improvement plans.
- **Instructors** lead live lectures, workshops, discussions and critiques during class hours alongside office hours, one-on-ones, and student resource groups, meeting the diverse learning needs of participants.
- **Career coaches** prepare students for their job search during the course and until graduates successfully secure a full-time role.

A core component in the skills training is equipping students with employability skills through project-based collaborative work, which is supplemented by career readiness and “soft” skills through our career coaching program.

Once students begin the job search, they are expected to meet the minimum standards for career services support: apply to ten jobs per week, attend one networking event per month, maintain a job search tracker, and regularly (at least fortnightly) speak with their career coaches. Career coaches work hand-in-hand with students until they secure their



first role, no matter how long the search takes — though most students are able to secure roles within six months of course completion.

Timeline

GA proposes a two-phased approach to our partnership with the City of Rancho Cordova, with the goal of ensuring that we reach the largest number of potential prospective students, and then narrowing down to a 3 cohorts of approximately 20 students over the course of a calendar year.

- 1. Discovery & Exploration (August 2021):** GA will work with the City of Rancho Cordova, regional nonprofits, and community colleges in the state to advertise [GA's introductory coding workshops](#) to individuals who meet the qualifications for the program. In our work on similar projects we have found that partner marketing is the most effective method for reaching our target student population — unemployed or underemployed individuals facing economic difficulties. Through the introductory coding workshop students will explore the building blocks of the web — HTML and CSS — and learn how these programming languages can be applied to to develop their own simple sites. Through this live, interactive, and beginner-friendly experience, interested students can explore coding and determine if it is something they hope to pursue further. We offer these workshops at least once per week at different times to accommodate various schedules. GA will also provide 50 x 30% off discounts to our paid classes and workshops, an estimated value of \$5,000, for residents of Rancho Cordova to explore tech careers.

Students will then be directed to our admissions team. Each student is assigned a designated admissions advisor that works with the student one-on-one, supporting them through the decision making process and coaching them on the application to the program. Our admissions team begins by having a conversation with students about their background, interests, and professional goals, often giving students additional resources to fully understand what a career path entails. Students who indicate an interest-in and aptitude-for coding will be directed to the Software Engineering Immersive application.

- 2. Transformation (November 2021):** GA will work with interested students to go through our standard admissions process for the Software Engineering Immersive, enrolling them into our 12-week software engineering immersive and receiving



GA's career placement services upon completion of the program. In our Supportive Information section we have included the full Software Engineering Immersive curriculum as well as our Outcomes Report, which details student job placement.

GA does not currently have a campus in Rancho Cordova or the surrounding areas. We have a strong history of success with our remote online Software Engineering Immersive. GA would work with the City of Rancho Cordova to determine whether to run our fully remote online program or find a physical space in Rancho Cordova to run the program in person, and use part of the funding for that purpose.

Milestone	Date	Prerequisite Milestone/Contingency
Discovery & Exploration	Summer 2021	Local Channel Marketing & Partnerships Established
Cohort launch	November 2021	20 students accepted and enrolled in SEI cohort
Cohort launch	February 2022	20 students accepted and enrolled in SEI cohort
Cohort launch	May 2022	20 students accepted and enrolled in SEI cohort

GA would be able to quickly ramp up and launch in Rancho Cordova in the summer of 2021. Once we align on content and objectives we will present a full timeline.



Sources and Uses of Funds

Sample pricing from previous publicly funded programs is outlined below. Additional detail on cost breakdowns can be provided on request. Depending on the goals and audience for the program, and the desired number of individuals trained, we can work with the City to align on the appropriate pricing.

Item	Per student	Total 1 cohort @ 20 students
Tuition*	\$10,500	\$210,000
Living stipend	\$3,000	\$60,000
Instructor pay	-	\$20,000
Career coach**	-	\$10,000
Cost per cohort		\$300,000
Total 3 cohorts		\$900,000

*Discounted from \$14,950 off-the-shelf price

**Current, full-time staff will assume instructor management and student success responsibilities. Cohorts will have a dedicated, to-be-hired career coach.

Conflict of Interest Statement

To the best of our knowledge, General Assembly does not have any activities or relationships that might create a conflict of interest for GA or the City.

Exceptions

General Assembly does not have any exceptions to the NOFA requirements in their entirety.



Supportive Information

- Business License
- Letters of Support
- Outcomes Report
- Software Engineering Immersive Curriculum
- Sample Staff Bios
- The Sacramento Bee | How Sacramento IT boot camp launched careers for unemployed
- Forbes | What Can We Learn From Louisville About Equitable Economic Recovery

ITEM 12.1.

ATTACHMENT 6

CITY OF RANCHO CORDOVA

2729 Prospect Park Drive • Rancho Cordova, CA 95670 • (916) 851-8737

BUSINESS LICENSE

License not transferable • Not valid at any other location • Post in conspicuous place

EFFECTIVE DATE

6/16/2021

EXPIRATION DATE

6/16/2022

LICENSE NUMBER

OOA-001538

BUSINESS TYPE:

CONDITIONS

• **COMPLY WITH RANCHO CORDOVA ORDINANCES, CODES & REGULATIONS**

OWNER(S)

ALI PISANO



GENERAL ASSEMBLY SPACE, INC.

915 BROADWAY, 3RD FLOOR

NEW YORK, NY 10010

LOCATION

915 BROADWAY, 3RD FLOOR

NEW YORK, NY 10010

This license is issued without verification that the holder is subject or exempted from licensing by the state, county, federal government, or any other government agency.

Amanda Norton
Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

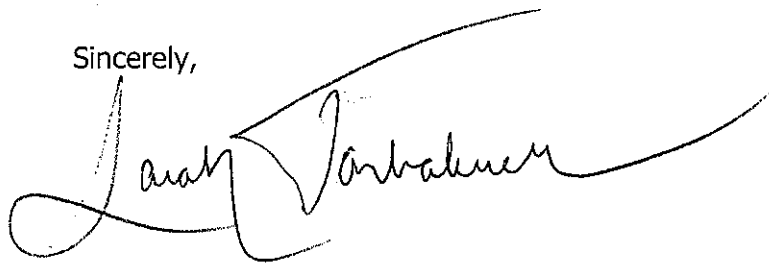
Dear Ms. Amanda Norton,

We write in support of General Assembly's submission to the City of Rancho Cordova request for proposals for the Workforce Recovery Program. M&T Bank is an American bank holding company headquartered in Buffalo, New York, in the financial services industry. At M&T Bank we have a vested interest in creating a technology talent pipeline in Buffalo and investing in the local economy through a Tech Academy. With this in mind, we partnered with General Assembly to offer open access to introductory classes and workshops and fully fund 75 enrollments into General Assembly's part-time evening skill-building classes as part of a program called the WNY Tech Skills Initiative.

The contract value for this project was \$376,000. Work began in November of 2020 and our engagement with General Assembly on this initiative will continue through 2021. The contract term commenced in September of 2020 and will continue until November 8, 2021 or until the completed delivery of all Programs, whichever is later.

Thank you for consideration, and please contact us with questions or requests for further information.

Sincerely,

A handwritten signature in black ink, appearing to read "Sarah Tanbakuchi", with a long, sweeping horizontal line extending to the right.

Sarah Tanbakuchi

M&T Bank
Seneca One Tower
1 Seneca Street, Buffalo NY 14203
716-839-6824
stanbakuchi@mtb.com



June 18, 2021

Amanda Norton
Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Dear Amanda,

The Greater Sacramento Economic Council enthusiastically supports General Assembly's proposals for the Workforce Recovery Program. With General Assembly (GA), the Greater Sacramento Economic Council worked to provide those impacted by COVID-19 an opportunity to reskill for career tracks in tech that have strong long-term prospects, and to build a diverse talent pipeline to attract tech jobs to Sacramento. GA was instrumental in assisting in crafting the program, training the students and together placed 70% of those that competed in long term careers. In this process we have seen an acute need for the programming skills that General Assembly provides.

GA performed admirably during our contract and have worked hard to provide a world class educational environment to students and trained them much needed career skills that have changed the trajectory of many of the learners' lives.

I am happy to elaborate further if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Powell", is written over a light blue horizontal line.

Scott Powell
Executive Vice President

[illegible]



TABLE OF CONTENTS

Overview	3
A Note from Our CEO	4
A Note From Our Vice President of Consumer Operations: The State of Hiring & How General Assembly Meets Global Shifts	5
About General Assembly	6
About Career Services	8
Our Latest Data: Outcomes & Demographics	12
Appendix	18
Independent Accountants' Review Report	24



OVERVIEW

General Assembly (GA) is a pioneer in education and career transformation, specializing in today's most in-demand skills. As the leading source for training, staffing, and career transitions, we foster a flourishing community of professionals pursuing careers they love. We have helped more than 13,000 career-changers land jobs in software engineering, data, and user experience (UX) design over the past eight years through our Immersive courses and Outcomes program.

ABOUT GENERAL ASSEMBLY IMMERSIVE COURSES

Led by seasoned practitioners in software engineering, data science, and user experience (UX) design, participants in our Immersive training programs complete 400–500 hours of training.

Students work hand-in-hand with dedicated career coaches who help them confidently build a personal brand, apply for jobs, prep for interviews, and tackle technical assessments.

ABOUT THE OUTCOMES IN THIS REPORT

This report includes outcomes data for 4,313 students who participated in our programs that ended between January 1, 2019, and December 31, 2019. Of those 4,313 students, 3,663 graduated from their respective programs, and 2,511 participated in our Career Services program. Six months post-Immersive course completion, 90.5% of GA graduates who participated in a full-time job search secured a job; three months post-Immersive course completion, 61.5% of GA graduates who participated in a full-time job search secured a job. An additional 8.7% accepted a job offer after 180 days, for a total of 99.2% of this eligible population working in their field of study.

Our graduates secure jobs at top companies across sectors including Adobe, Amazon, Apple, Bank of America, Capital One, Cisco, CVS Health, Deloitte, Dish Network, Disney, Express Scripts, Google, HP, Microsoft, Prudential Financial, Salesforce, Verizon, and Visa.



99.2%

of graduates who participated in full-time career services secured a job in their field of study.



A NOTE FROM OUR CEO

Hello,

I'm Lisa Lewin, CEO of General Assembly, and it is my pleasure to share our fifth Outcomes report. We began publishing these reports in 2016 as part of our commitment to provide prospective students with clear, validated data about what they can expect from their job search after completing a GA Immersive program.

Across all previously published reports we have shared data on 15,376 career changers in our Outcomes reports — data that has been reviewed by KPMG, one of the largest, most-respected accounting firms in the world. Here, you will find the data-driven stories of the 4,313 students who embarked upon brave education and career-change journeys by enrolling in our Immersive programs in 2019.

Unquestionably, much has changed in our world since the students included in this report attended GA. We are in a new climate for job seekers, and while our students continue to reliably secure employment, we know future reports that capture the period during and after the pandemic will look different than those that came before. The landscape has changed — and many of the former rules no longer apply.

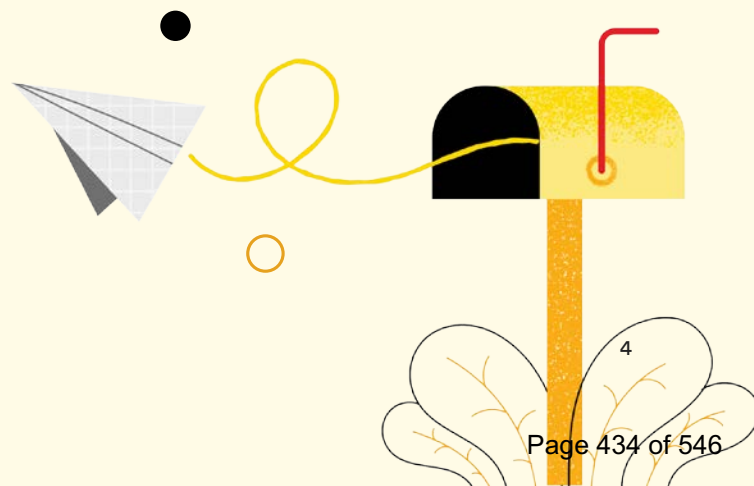
Still, as the leading provider of digital skills education for adults, we know our graduates will have the benefit of access to our global network of over 80,000 alumni (and counting); our consistent track record of getting our graduates hired across 37 markets in 7 countries; and our robust relationships with corporate clients who still face talent shortages for tech, data, and design roles — even as hiring in other sectors is slow to recover.

Our dedicated team of top-caliber instructors, student success specialists, and career coaches are here to ensure our students' success in the classroom, in the job search arena, and in new beginnings. Our commitment to success will never waver, regardless of what is happening in the outside world.

I joined GA because, as a longtime education executive, I watched GA grow from disruptive innovator to global industry leader — and I wanted to contribute to and be a part of what's to come. We are proud of our achievements from the first ten years and are doubling down on **innovation, impact, and international expansion** as we look to the next ten — and beyond.

I'm proud to have joined this extraordinary global community, and I look forward to welcoming you to **#TeamGA**.

Lisa Lewin (she/her)
CEO
General Assembly





A NOTE FROM OUR VICE PRESIDENT OF CONSUMER OPERATIONS

THE STATE OF HIRING & HOW GENERAL ASSEMBLY MEETS GLOBAL SHIFTS

General Assembly was founded in 2011, in the aftermath of the last recession, to create pathways to meaningful work for people whose careers had been interrupted and wanted to find inspiration in a strong community of entrepreneurs, technologists, creators, and innovators.

Today, ten years later, that mission remains the same. There's no question that an increasingly digital world demands digital-first skills — in greater numbers — and that's not only for full-time software engineers or data scientists, but the people who have to advise, lead, and collaborate with them every day. The technology, marketing, design, and data skills we teach will be more resilient and relevant in a post-COVID-19 era.

While many businesses are still ramping up to their pre-COVID 19 hiring levels, the skills we teach will continue to be in demand and our graduates continue to land aspirational jobs in their field of study. In this Outcomes report, most of our job seekers secured roles before unemployment rose due to the pandemic — **we're proud to share that 99.2% of full-time job seekers in this report had landed roles in their field of study at time of publication.**

The purpose of this year's report is to help you to make an informed decision about whether a GA Immersive program is right for you, and job placement data is critical to that decision. Indisputably, COVID-19 dramatically impacted the hiring landscape; however, not all students

who graduated in 2019 experienced its impact due to varying graduation times. While we have seen reduction in hiring and lengthened job searches for our graduates due to the global health crisis, we see rising demand in the fields of data science, software engineering, and UX design.

Regardless of what is happening in the world, our vision to set our students up for success as they acquire new skills, pursue new careers, and join our thriving global community remains the same. We hope you will join us!

Betsy Leonhardt (she/her)
Vice President, Consumer Operations
General Assembly



ABOUT GENERAL ASSEMBLY

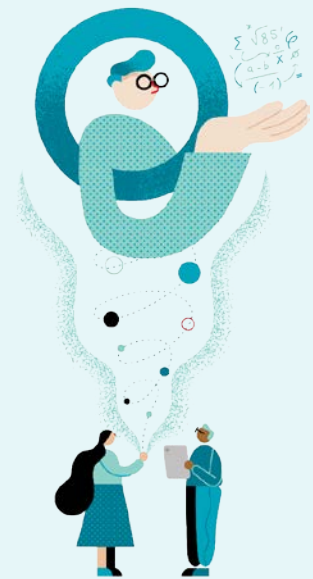
General Assembly is a global education company that closes skills gaps through leading-edge courses, workshops, and events in today's in-demand technology fields. At the time of publication, we have virtual campuses in over 35 locations around the world. When we return to in-person programming on campus, we'll continue to operate robust online programs as part of our ongoing effort to promote access to education that transcends geographic, financial, and professional barriers.

We help individuals gain new skills, pursue a promotion, find a new career, and in turn, find greater happiness. We build networks by inviting our students to become members of a global community of entrepreneurs, innovators, and leaders. At the same time, we also develop scalable and efficient [training for companies](#) undergoing large-scale digital transformation. We provide talent pipelines for thousands of hiring partners. We lead major upskilling and reskilling initiatives for global companies from across sectors — **including more than 70 of the Fortune 500** — to help them overcome business challenges posed by technological change.

Bottom line, we've long pioneered accelerated training models designed to help people transform their lives and careers and have supported adults from all walks of life as they pursue careers in tech, data, and design.

In 2020, we doubled down on this commitment to all students as millions of workers faced temporary and permanent job losses. As the pandemic ravaged the global workforce and people lost their jobs, we teamed up with leading businesses, mayors, workforce development organizations, and philanthropies to help workers displaced by COVID-19 get new skills and find meaningful work, delivering over 33,000+ hours of free training.

The truth is, even in these challenging circumstances, our scale is unmatched. In addition to the students represented in this report, we've also trained over 8,000 individuals through part-time offerings and welcomed over 300,000 learners to short-form workshops and events during this reporting period.



For more about GA's history, programs, and operations, refer to page four of our [previous report](#) where you can discover individual student journeys and success stories.



INSIDE THE GENERAL ASSEMBLY ADMISSION PROCESS

Our team's work revolves around identifying individuals' experiences and interests and aligning them with relevant upskilling or reskilling opportunities. In my role, it is my top priority to help potential students find the best fit for their education and career goals. My discussions with potential students are honest and empathetic; they usually focus on where they are currently in their careers and envision themselves going in the future. We talk about interests, career prospects, relevant industries, and match certain areas of study to explore further. Our Admissions Team believes that every student conversation is unique and requires an understanding of their circumstances. Potential students are typically hoping to understand how they can make the best use of their experience and interests to further their careers in the world of tech — I use my knowledge of GA's offerings and the tech industry to bridge this gap. Once we have identified the best course, I take students through our robust admissions processes to ensure they are fully prepared to study and thrive in that program.

The advice I give most to students thinking about investing in themselves and their education is research — and a lot of it! This will increase the understanding of tech's specificities and help erase doubts about continuing education. Realizations that an industry may — or may not — be right for you are equally valuable! Books, podcasts, or online tutorials are great resources to help further your understanding and give opportunities to try basic exercises. An intro class or a short workshop with GA is an excellent jumping-off



KARAN DWIVEDI (HE/HIM)

Senior Admissions Producer & Operations Lead
Sydney, Australia

point that will offer a better understanding of what it could look like to be a developer, designer, or analyst!

For a student to be successful, two key things repeatedly come up: passion and a desire to work towards a job they will love doing. Successful students develop an understanding of what a new role in a specific industry could look like and weigh the pros and cons of continuing in their current industry instead of transitioning. They consider all possible situations due to this big transition and are aware that it will be a challenging yet enriching journey. Successful students — and people — take risks!

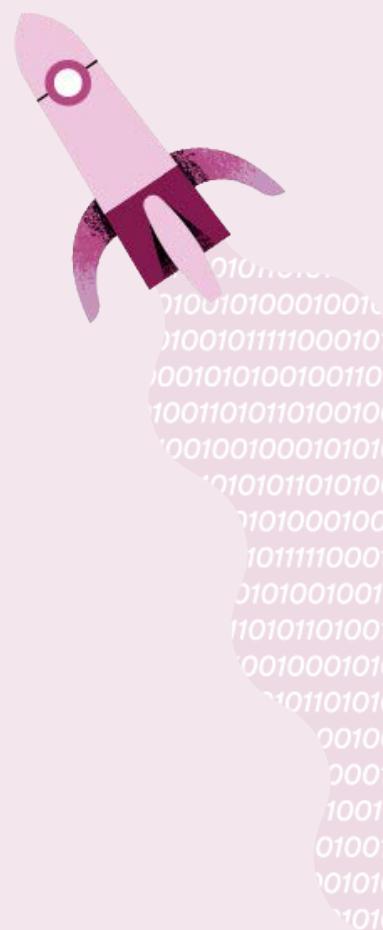


ABOUT CAREER SERVICES

If you're reading this, chances are you're thinking about taking an Immersive program at General Assembly and want to know what you can expect from our Career Services team during your program, as well as once you graduate.

Here is a high-level view of who we are and how we work with our Immersive students:

- We have a network of over 50 career coaches. Throughout your Immersive program, your dedicated career coach will give you a detailed job search curriculum and work with you to develop the skills and tools you will need to compete in the job market.
- Once you've graduated, your career coach will work 1:1 with you on your job search strategy until you've achieved an outcome.
- Our coaches support you in developing your personal brand. They'll make sure that your online presence captures your skills and competencies, that your materials are compelling and error-free, and that you're prepared for every interview.
- When job opportunities arise within our network, we'll recommend you for ones that align with your skills and goals.
- We strive to ensure you put your best foot forward by conducting technical interview prep sessions and providing feedback on materials for specific opportunities.
- Our coaches are incredible, but their efforts alone won't land you a job. You'll be expected to do weekly work that includes networking, applying to jobs, and continuing to develop technical skills.





YVONNE DODD (SHE/HER)

Outcomes Manager & Career Coach
Atlanta, Georgia

INSIDE GENERAL ASSEMBLY'S CAREER SERVICES PROGRAM

Our team understands how huge it is to take the leap, learn a new skill, and go for a new career. We're passionate about providing the support necessary to help that transition be as smooth as possible because we know how tough it can be.

In working with our Career Services (Outcomes) program, students can expect to be empowered with the right tools and resources to confidently engage in their new industry and succeed in landing their first opportunity. Our team understands that one size does not fit all, and we partner with students to achieve their unique goals for their careers.

The Outcomes team stays abreast of industry and job market trends to ensure our programming is relevant. Plus, we host a wide variety of webinars and events hosted each week that range from panel discussions with recruiters and workshops on personal

branding to portfolio reviews with industry experts. We're also consistently engaging with companies and hiring managers to share opportunities and resources directly with students.

In the beginning, you may not have any idea of the type of companies you want to work for or even the industries you're particularly interested in. That's okay! You can learn a lot from doing your own research and you'll learn the most from actually engaging with and connecting with other humans.

1. Read as much as you can about what's happening in the industry, what tools are being used, and the latest trends.
2. Research which companies are making an impact with both their products *and* internal culture.
3. Find groups and meetups related to your industry and build relationships with GA alumni that have similar interests.

You'll likely be spending hours outside of class to practice and review, so it's best to mentally prepare yourself for an intense and rigorous learning journey. Aside from carving out time for study, you should also think through mechanisms to help you unplug, stay healthy, and have a personal life.

There will be times when you are filled with doubts. Just remember that you're learning something new and being a beginner again — give yourself room for mistakes, breaking things, and not knowing everything already. Keep moving forward and staying curious. You will get it — you'll find your next opportunity!

GA Students come from all different backgrounds but are passionate about growth, learning, and finding work that aligns with their true skills and interests.



INSIDE THE GENERAL ASSEMBLY CLASSROOM

Let's start with the best part of my job!

My absolute favourite moments are working with students that are nervous and unsure but have excellent problem-solving abilities. They have some rocky moments to start, but with some encouragement and reassurance (as well as a push out of their comfort zone), they thrive and get more confident with each day of new content.

I work with students daily, first in a morning stand-up to check-in and get everyone's thoughts on the previous day's content and homework assignment. The instructional team also gives feedback on the day, sprinkled with some advice and reassurance. Stand-up is one of my favourite interactions: we hear from everyone individually and get to know everyone better.

While teaching, I encourage open discussions — and lots of questions — about certain aspects that need further explanation or context. My personal style is to keep things light and relaxed in the classroom — I hope this creates a safe space for students to ask questions that they might think are “stupid” (There are no stupid questions in software engineering). My more personal interactions with students come during labs or code challenges, where I spend more focused 1:1 or small group time with students.

Two questions I often get are how to best prepare for programs at General Assembly and the job search after graduation. My advice is to clear the schedule! The Immersive experience, followed by a job search and career change, is rewarding and exciting. Still, students need to understand that it requires a lot of hard work,



CHARLOTTE MORGAN (SHE/HER)

Lead Instructor, Software Engineering Immersive
London, UK

determination, and commitment.

I also encourage students to spend some time exploring the growth mindset — “failure” is an opportunity to learn. Things rarely go right the first time when it comes to coding, and the earlier students can switch into the mindset that “I don't know” is a perfectly acceptable response, the better!

At the end of the day, students can expect support, support, support from their GA instructors. A large part of my job is supporting and encouraging students, whether they are finding everything a breeze or finding things a bit tricky, and it's one of my favourite things to take on. We encourage an open and honest classroom; if we feel like a student is not making as much progress as we would hope at a certain point, then we'll make a plan together to get back on track. As long as our students are willing to put in the work, we are here to help! Come prepared to work hard, be kind, and collaborate as much as you can.

**LO FUNES (SHE/HER/THEY/THEM)**

Student Success Specialist
New York, New York

HOW WE SET OUR STUDENTS UP FOR SUCCESS

Our team closely works with every team within our organization, including, but not limited to, our Admissions, Instructional, and Outcomes teams. The Student Success team is well versed in GA policy, expectations, and creating safe and engaging environments across all of our programs. With this knowledge, we're able to set our students up for complete success. We're also committed to providing a fun environment to our students by producing community events, networking opportunities, and social gatherings (due to COVID-19, our events and programs are remote until further notice). These are great moments to get to know peers, prospective mentors and expand our networks and support system.

I'm a Student Success specialist based in New York. When describing my role, I tell newly enrolled students to consider me their "go-to for all things GA-related." My goal is to provide students confidence in knowing they have

a committed liaison as they embark on their studies and navigate a new environment. My favorite part of my role is connecting with our students, 1:1. These safe and brave spaces allow students to feel seen and heard as they express whatever is on their mind that's relevant to their studies. Immersive courses are rigorous, and with that comes a lot of feelings that we encourage our students to share. Through these 1:1s, Student Success specialists can address any hindrances that arise, encourage students to embrace a growth mindset, and get back on track to graduation. **A student that joins General Assembly can be confident knowing they have a tenacious team that will aid their progress towards meeting graduation requirements.**

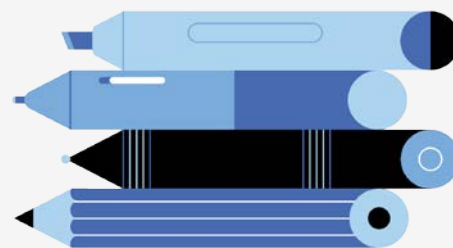
I adore our students! They're the most hard-working and committed learners I've ever had the privilege to support. Similarly, it's truly rewarding seeing a student's growth, particularly around their projects. It's moments like these that empower a student to achieve and excel. Graduating from a 3-month intensive program while meeting everyday life demands is impressive and deserves to be acknowledged. Students can expect encouragement and support from us all — we truly understand.



OUR LATEST DATA: OUTCOMES & DEMOGRAPHICS

This report captures the outcomes for the 4,313 students enrolled in our [Software Engineering Immersive](#)¹, [User Experience Design Immersive](#), and [Data Science Immersive](#) programs that ended between January 1, 2019, and December 31, 2019². The clock for “time to placement” starts the day that a student graduates from their program. **(When comparing outcomes of different schools, pay attention to this detail — if graduates or schools can choose the start date of their search, it can distort the data.)**

Every GA campus where students were enrolled in Immersive programs during the reporting period is in this report: Atlanta, Austin, Boston, Chicago, Dallas, Denver, London, Los Angeles, Louisville, Melbourne, New York City, Online (Remote), Providence, San Francisco, Seattle, Singapore, Stamford, Sydney, Toronto, and Washington, D.C.



We currently also serve students in Adelaide, Bangkok, Brisbane, Charlotte, Detroit, Edinburgh, Houston, Jeddah, Manchester, Miami, Minneapolis, Nashville, Orlando, Paris, Phoenix, Raleigh, Riyadh, Salt Lake City, San Diego, St. Louis, and Tampa. These locations were not running Immersive programs during this reporting period.

The metrics included on page 12, 13, and 21–23 of this report were reviewed by KPMG LLP (see the Independent Accountants’ Report on page 24). Aside from graduation rate, the data is self-reported by our graduates, as discussed further in the Appendix.

STUDENT OUTCOMES & DEMOGRAPHICS

FULL-TIME STUDENTS	Total #	Total %
Enrolled	4,313	-
Withdrawals	497	11.5%
Nongraduates	153	3.5%
Graduates	3,663	85.0%
Total Graduation Rate	-	85.0%

¹In February 2019, General Assembly re-launched our Web Development Immersive (WDI) as the Software Engineering Immersive (SEI) and added new content focused on computer science. This report reflects student data for both WDI and SEI.

²In an attempt to deliver the most relevant data, this report scope is beyond one full calendar year. We aim to always deliver the most up-to-date data while also having to let a full 180 days+ cycle to complete for job seekers to accurately represent our population.



STUDENT OUTCOMES & DEMOGRAPHICS (CONTINUED)

GA CAREER SERVICES	Total #	Total %
Full-Time Seekers	2,276	-
Placement Within 180 Days of Graduation	2,059	90.5%
Placement More Than 180 Days After Graduation	198	8.7%
No Placement as of This Report	19	0.8%
Total Placement Rate <i>Of total placement rate, 96.8% are full-time outcomes; 3.2% are part-time outcomes</i>	-	99.2%
Extended Seekers	235	-
Placement Within 365 Days of Graduation	192	81.7%
Placement More Than 365 Days After Graduation	17	7.2%
No Placement as of This Report	26	11.1%
Extended Seeker Placement Rate <i>Of total placement rate, 84.7% are full-time outcomes; 15.3% are part-time outcomes</i>	-	88.9%
Graduates Who Do Not Participate to Completion	1,152	-
Unresponsive to Coach Outreach	432	11.8%
Noncompliant With Career Service Requirements	324	8.8%
Job Seeking Outside of Field of Study	121	3.3%
Return to School	88	2.4%
Family or Health Issue	65	1.8%
Return to Previous Job	57	1.6%
Personal Interest Only	36	1.0%
Visa or Geographic Barrier	28	0.8%
Return to Active Duty	1	<0.01%
Overall Nonparticipant %	-	31.5%

The accompanying Appendix is an integral part of Student Outcomes and Demographics.



OUR OUTCOMES

Of the 4,313 students who enrolled in the Immersive programs above, here's how the data breaks down in aggregate. To see a breakdown of data by course, please refer to the tables included on pages 21-23 of our Appendix.

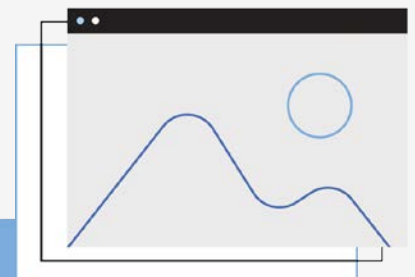
A YEAR AT A GLANCE

96.8% of graduates who participated in our Full-Time Career Services program accepted a job offer in their field of study within 365 days of graduating. 90.5% of graduates who participated in our Full-Time Career Services program accepted a job offer in their field of study within 180 days of graduating. For graduates of Q1 2019-Q3 2019, this number is 92.4%. For graduates of Q4 2019, who kicked off their job search as COVID-19 impacted the economy, this number is 84.8%. An additional 8.7% of all full-time job seekers accepted a job offer after 180 days, for a total of 99.2% of this eligible population working in the field.

81.7% of graduates who participated in our Extended Seeker Career Services program accepted a job offer in their field of study within 365 days of graduating. An additional 7.2% accepted a job after 365 days. This represents graduates who need to take on contract or part-time work to make extra income as they continue to look for staff positions in their field of study. Contract and part-time work have become especially relevant for graduates over the past year as they navigate life needs and the impact of COVID-19 on their personal worlds, health needs, and job searches. In the past, these graduates were considered nonparticipants in our Career Services program, even if they were actively looking for a job and working with their career coach. We only put graduates on

this pathway if they self-select this option, and it aligns with their personal goals and needs. Extended Job Seekers represents an additional 209 graduates working in their field of study that our career coaches wouldn't have been able to consistently support in the past.

31.5% of graduates did not participate in GA's Career Services program. The reasons why graduates fall into this category are provided in the charts provided on page 21-23. While graduates either choose not to participate or do not qualify for continued support due to their lack of engagement in the job search process, we've seen a slight increase driven by graduates unresponsive to their Career Coaches during their job search. We know that motivation is drained faster in today's environment, and we are committed to supporting our grads through their entire job search, through setbacks and triumphs, so long as they are willing to do the work.

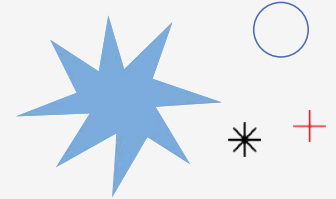




OUR COMMUNITY

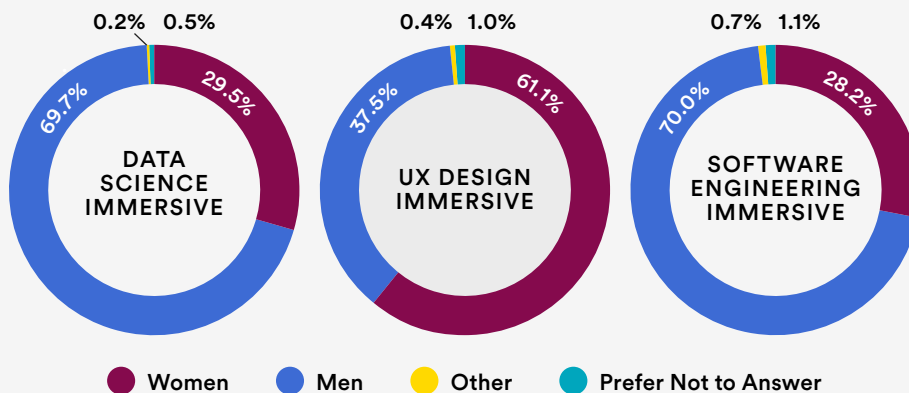
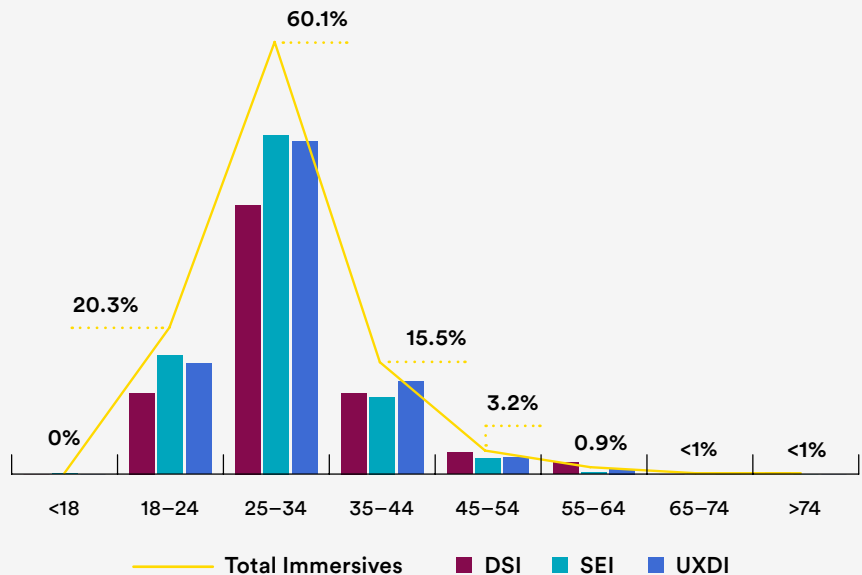
Students come to General Assembly from a wide range of professional backgrounds and lived experiences. We ask participants in our Immersive programs to self-report specific demographic data on age, gender, race, and educational attainment, which we outline below. In this report, 76.1% of our student population voluntarily self-reported on these data points.

Note: 24.9% of students elected not to respond.



AGE

More than half of the students who take Immersive training programs at General Assembly are in their mid-twenties to mid-thirties: 60% are between 25–34 at the start of their program, with an additional 20% between 18–24, and 15% between 35–44. The youngest student in this report was 18, and the oldest was 76.



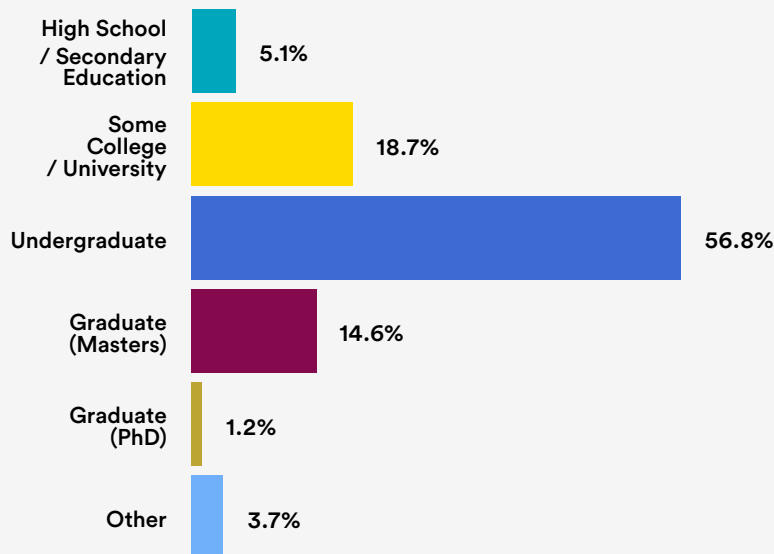
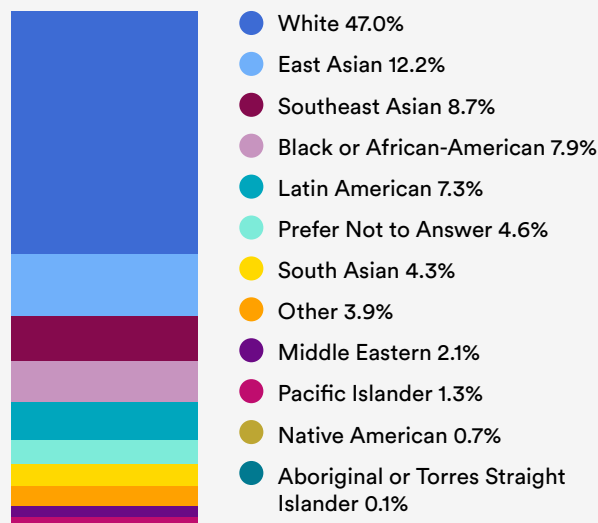
GENDER

The gender breakdown for Immersive programs in aggregate is 58.0% men, 41.0% women, and 1% who identify with another gender identity. On the left, we've demonstrated gender breakdown by program type.



RACE & ETHNICITY

Nearly half (47.0%) of General Assembly students identify as White. The other most-represented groups are students who identify as East Asian (12.2%), Southeast Asian (8.7%), Black or African-American (7.9%), and Latinx (7.3%). The racial composition of our campuses varies by location. For example, a majority of students in Singapore identify as East Asian, which is not the case for other campus locations. Note: Students were allowed to provide multiple answers to this question to accommodate the intersections between racial and ethnic identities.



EDUCATION

More than half of General Assembly's Immersive students represented in this report — 56.8% — have a bachelor's degree, and 15.8% have an advanced degree such as a master's or a Ph.D. We saw that 5.1% of students in this report attained a high school diploma or GED but no further education, 18.7% had taken some college or earned an associate's degree, and 3.7% had some other form of non-college training.

FINANCING

For more information on the myriad of financing options available, turn to our [Financing Handbook](#).



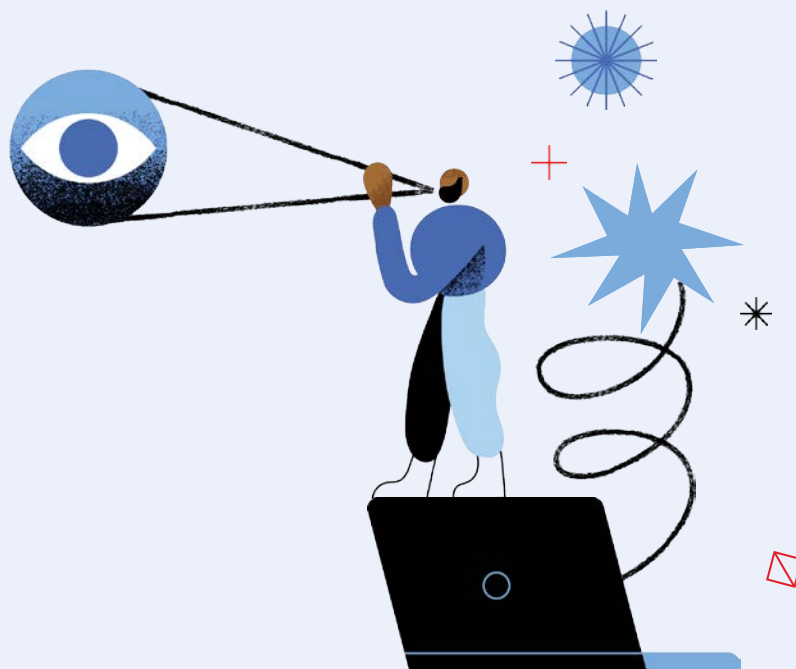
WHAT'S NEXT

Thank you for reading our Outcomes report! The student body represented in this report is just one example of how we continue to expand our reach.

2020 was a tough year, and the pandemic is ongoing as this report goes to publication. We know that so many in our community — students, alumni, staff, and instructors — felt the stress and uncertainty shared by people around the globe.

Nothing will stop us in 2021. We'll be expanding to new markets to help reskill workforces and giving more workers the chance to reinvent themselves in a world that never stops changing. We will always remain committed to the career success, health, and wellness of our students and graduates. We're excited to tackle the next set of challenges and meet the education and hiring needs of the future.

If you have any questions about General Assembly or the contents of this report, our Admissions team is here to help: drop us a note at admissions@generalassemb.ly. For more information about our vast suite of programs, please visit our [education](#) offerings page. Learn more about how our Outcomes support and the people behind it on our [career services](#) page.





APPENDIX

ENROLLED: Student who enrolls in a full-time program and attends the first day of class.

FAMILY OR HEALTH ISSUE: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process due to family, health, or another personal issue.

FULL-TIME STUDENT: Student who enrolls and pays the enrollment deposit for a full-time program that ends during the reporting period.

GA CAREER SERVICES REQUIREMENTS: Meets Graduation Requirements of GA Immersive Program:

- Actively participates in Outcomes programming in course
- Participates in weekly job search activities (i.e. applying to applicable roles, networking) post course
- Is responsive to their Career Coach

GRADUATE: Full-time student who did not withdraw, passed their course, and was offered Career Services support.

JOB SEEKING OUTSIDE OF FIELD OF STUDY: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process because they are seeking a job in a field unrelated to the course completed.

NO PLACEMENT WITHIN 180 DAYS OF GRADUATION: Participating graduate who does not achieve job placement within 180 days of graduation.

NONCOMPLIANT WITH CAREER SERVICES: Graduate who does not maintain requirements of GA's Career Services throughout the duration of the job search.



NONGRADUATES: Students who are enrolled in a full-time program but fail to successfully complete the program.

PARTICIPATING GRADUATES: Graduate who notifies GA (via verbal or written communication) at the time of graduation that they will participate in the GA Career Services program. Once qualified as a Participating Graduate, they must maintain that status through the duration of the job search. These students are known as Full Time Seekers.

PARTICIPATING GRADUATES, EXTENDED: Graduate who notifies GA (via verbal or written communication) that they will participate in the GA Career Services Extended program. Once qualified as a Participating Graduate, Extended, they must maintain that status through the duration of the job search. These students are known as Extended Seekers.

PERSONAL INTEREST ONLY: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process because they took the course for personal interest only.

PLACEMENT AFTER 180 DAYS SINCE GRADUATION, FULL-TIME OUTCOME: Participating graduate who notifies GA (via verbal or written communication) after 180 days of graduation that they have met one of the following criteria:



- Have accepted an offer that is paid, 32 hours a week or more, and in an occupation for which students are trained (or in a related, comparable, recognized occupation). Contract work for at least one month or freelancing for the equivalent of full-time, as well as internships and apprenticeships, are included as long as they are paid and 32 hours a week or more.
- Have received three offers that meet the above criteria and turn down all offers.
- Are using their new skills to launch a new company or expand a company of their own.
- Have returned to a former company and are utilizing new skills learned through course participation in their role.

PLACEMENT WITHIN 180 DAYS OF GRADUATION, FULL-TIME OUTCOME:

Participating graduate who notifies GA (via verbal or written communication) within 180 days of graduation that they have met one of the following criteria:

- Have accepted an offer that is paid, 32 hours a week or more, and in an occupation for which students are trained (or in a related, comparable, recognized occupation). Contract work for at least one month or freelancing for the equivalent of full-time, as well as internships and apprenticeships, are included as long as they are paid and 32 hours a week or more.
- Have received three offers that meet the above criteria and turn down all offers.
- Are using their new skills to launch a new company or expand a company of their own.
- Have returned to a former company and are utilizing new skills learned through course participation in their role.

PLACEMENT AFTER 180 DAYS SINCE GRADUATION, PART-TIME OUTCOME:

Participating Graduate who notifies GA (via verbal or written communication) after 180 days of graduation that they have met the following criteria:

- Have accepted an offer in an occupation for which students are trained or in a related, comparable, recognized occupation that is either less than 32 hours a week or unpaid.
- Are self-selecting to end their job search at the given time due to acceptance of this offer.

PLACEMENT WITHIN 180 DAYS OF GRADUATION, PART-TIME OUTCOME:

Participating Graduate who notifies GA (via verbal or written communication) within 180 days of graduation that they have met the following criteria:

- Have accepted an offer in an occupation for which students are trained or in a related, comparable, recognized occupation that is either less than 32 hours a week or unpaid.
- Are self-selecting to end their job search at the given time due to acceptance of this offer.

REPORTING PERIOD: The students reported are those who participated in an immersive program (Software Engineering, Data Science, or User Experience Design) that ended between January 1, 2019, and December 31, 2019.





RETURN TO ACTIVE DUTY: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process because they are returning to active military duty.

RETURN TO PREVIOUS JOB: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process because they are returning to the same job by which they were employed prior to enrolling in the program.

RETURN TO SCHOOL: Graduate who notifies GA (via verbal or written communication) that they are not seeking to start and/or continue the job-search process because they are returning to school or continuing their education.

UNRESPONSIVE TO COACH OUTREACH: Graduate who does not respond to three or more outreach attempts from GA Career Services staff.

VISA OR GEOGRAPHIC BARRIER: Graduate who notifies GA (via verbal or written communication) that, as of the end of the reporting date, they are relocating to a region where GA did not have a physical presence during the reporting period or did not obtain a visa in the current location, restricting their ability to work in the desired location.

WITHDRAWALS: Student who starts a program but does not complete it. Students may withdraw from GA at any time after their cancellation period, which may vary by state. Students may also be withdrawn by GA for failure to maintain satisfactory progress, failure to abide by rules and regulations, absences in excess of maximum set forth by

GA, and/or failure to meet financial obligations to GA. Refunds for withdrawals are determined in accordance with state-prescribed refund policies. Most states provide for prorated refunds based on the amount of the course attended through a certain duration of the course.





DATA SCIENCE IMMERSIVE

STUDENT OUTCOMES AND DEMOGRAPHICS

FULL-TIME STUDENTS	Total #	Total %
Enrolled	747	-
Withdrawals	108	14.5%
Nongraduates	24	3.2%
Graduates	615	82.3%
Total Graduation Rate	-	82.3%

GA CAREER SERVICES	Total #	Total %
Full-Time Seekers	412	74.0%
Placement Within 180 Days of Graduation	380	92.2%
Placement More Than 180 Days After Graduation	30	7.3%
No Placement as of This Report	2	<0.1%
Total Placement Rate <i>Of total placement rate, 99% are full-time outcomes; 1% are part-time outcomes</i>	-	99.5%
Extended Seekers	28	-
Placement Within 365 Days of Graduation	21	75.0%
Placement More Than 365 Days After Graduation	3	10.7%
No Placement as of This Report	4	14.3%
Extended Seeker Placement Rate <i>Of total placement rate, 87.5% are full-time outcomes; 12.5% are part-time outcomes</i>	-	85.7%
Graduates Who Do Not Participate to Completion	175	-
Unresponsive to Coach Outreach	59	9.6%
Noncompliant With Career Service Requirements	53	8.6%
Job Seeking Outside Field of Study	20	3.3%
Return to School	9	1.5%
Family or Health Issue	9	1.5%
Return to Previous Job	16	2.6%
Visa or Geographic Barrier	5	0.8%
Personal Interest Only	4	0.7%
Return to Active Duty	0	-
Overall Nonparticipant %	-	28.6%

The accompanying Appendix is an integral part of Student Outcomes and Demographics.



SOFTWARE ENGINEERING IMMERSIVE

STUDENT OUTCOMES AND DEMOGRAPHICS

FULL-TIME STUDENTS	Total #	Total %
Enrolled	1,966	-
Withdrawals	267	13.6%
Nongraduates	99	5.0%
Graduates	1,600	81.4%
Total Graduation Rate	-	81.4%

GA CAREER SERVICES	Total #	Total %
Full-Time Seekers	950	-
Placement Within 180 Days of Graduation	875	92.1%
Placement More Than 180 Days After Graduation	69	7.3%
No Placement as of This Report	6	0.6%
Total Placement Rate <i>Of total placement rate, 96.7% are full-time outcomes; 3.3% are part-time outcomes</i>	-	99.4%
Extended Seekers	97	-
Placement Within 365 Days of Graduation	76	78.4%
Placement More Than 365 Days After Graduation	10	10.3%
No Placement as of This Report	11	11.3%
Extended Seeker Placement Rate <i>Of total placement rate, 93% are full-time outcomes; 7% are part-time outcomes</i>	-	88.7%
Graduates Who Do Not Participate to Completion	553	-
Unresponsive to Coach Outreach	214	13.4%
Noncompliant With Career Service Requirements	157	9.8%
Job Seeking Outside of Field of Study	55	3.4%
Return to School	41	2.6%
Family or Health Issue	27	1.7%
Return to Previous Job	24	1.5%
Visa or Geographic Barrier	13	0.8%
Personal Interest Only	21	1.3%
Return to Active Duty	1	0.1%
Overall Nonparticipant %	-	34.6%

The accompanying Appendix is an integral part of Student Outcomes and Demographics.



USER EXPERIENCE DESIGN IMMERSIVE

STUDENT OUTCOMES AND DEMOGRAPHICS

FULL-TIME STUDENTS	Total #	Total %
Enrolled	1,600	-
Withdrawals	122	7.6%
Nongraduates	30	1.9%
Graduates	1,448	90.5%
Total Graduation Rate	-	90.5%

GA CAREER SERVICES	Total #	Total %
Full-Time Seekers	914	-
Placement Within 180 Days of Graduation	804	88.0%
Placement More Than 180 Days After Graduation	99	10.8%
No Placement as of This Report	11	1.2%
Total Placement Rate <i>Of total placement rate, 95.9% are full-time outcomes; 4.1% are part-time outcomes</i>	-	98.8%
Extended Seekers	110	-
Placement Within 365 Days of Graduation	95	86.4%
Placement More Than 365 Days After Graduation	4	3.6%
No Placement as of This Report	11	10.0%
Extended Seeker Placement Rate <i>Of total placement rate, 76.8% are full-time outcomes; 23.2% are part-time outcomes</i>	-	90.0%
Graduates Who Do Not Participate to Completion	424	-
Unresponsive to Coach Outreach	159	11.0%
Noncompliant With Career Service Requirements	114	7.9%
Job Seeking Outside of Field of Study	46	3.2%
Return to School	38	2.6%
Family or Health Issue	29	2.0%
Return to Previous Job	17	1.2%
Visa or Geographic Barrier	10	0.7%
Personal Interest Only	11	0.8%
Return to Active Duty	0	-
Overall Nonparticipant %	-	29.4%

The accompanying Appendix is an integral part of Student Outcomes and Demographics.

KPMG LLP
345 Park Avenue
New York, NY 10154-0102

Independent Accountants' Review Report

Board of Directors and Management of General Assembly Space, Inc.:

We have reviewed the Student Outcomes and Demographics tables on pages 12-13 and 21-23 ("the 2019 Metrics") of the accompanying General Assembly Space, Inc.'s Student Outcomes Report (the "Report") for the year ended December 31, 2019. General Assembly Space, Inc.'s management is responsible for preparing the 2019 Metrics in accordance with the criteria set forth in the Appendix on pages 18 through 20 of the report (the "Criteria"). Our responsibility is to express a conclusion on the 2019 Metrics based on our review.

Our review was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the review to obtain limited assurance about whether any material modifications should be made to the 2019 Metrics in order for them to be in accordance with the Criteria. A review is substantially less in scope than an examination, the objective of which is to obtain reasonable assurance about whether the 2019 Metrics are in accordance with the Criteria, in all material respects, in order to express an opinion. Accordingly, we do not express such an opinion. We believe that our review provides a reasonable basis for our conclusion.

Based on our review, we are not aware of any material modifications that should be made to the 2019 Metrics identified on pages 12-13 and 21-23 of the Report in order for them to be in accordance with the Criteria set forth in the Appendix on pages 18 through 20 of the Report.



New York, New York
April 6, 2021

Software Engineering Immersive





Overview

General Assembly's Software Engineering Immersive (SEI) is a transformative course that prepares students to break into tech careers.

Designed to get you hired, this software engineering bootcamp features best-in-class instruction, career coaching, and professional connections to top employers. Join us on a part- or full-time schedule, either on campus or online in our Remote classroom.

As a graduate, you'll leave with a solid base of fundamental programming and computer science knowledge, as well as experience with languages, frameworks, and libraries employers demand.

Throughout this expert-designed program, you'll:

- Explore programming and computer science fundamentals, as well as software engineering best practices.
- Create a front-end web application with modern JavaScript frameworks such as Angular or React.
- Develop and deploy full-stack applications with in-demand technologies such as Ruby on Rails, Python with Django, and Express with Node.js.
- Build secure full-stack applications by leveraging common design and architectural patterns like model–view–controller (MVC) and Representational State Transfer (REST).
- Practice version control and collaborative software development with Git and GitHub.
- Safely model and store data in SQL and NoSQL databases.
- Consume and integrate third-party application programming interfaces (APIs) in an application.
- Prepare for the world of work, compiling a professional-grade portfolio of solo and group projects.



Prerequisites

This is a beginner-friendly program with no prerequisites, although many students have engaged in self-learning previously or have worked at tech startups or in tech-adjacent roles. Whether you're new to the field or you're looking to formalize your practice, our curriculum helps you gain fluency in the languages, frameworks, and libraries that modern employers demand and put them to work.

Our [Admissions team](#) can discuss your background and learning goals to advise if SEI is a good fit for you.





What to Expect

Pre-Course Learning Paths

Set yourself up for success with up to 14 hours of preparatory lessons covering essential programming concepts in HTML, CSS, and JavaScript. Designed to help you make the most of the course, Software Engineering Fundamentals is a self-paced online learning path you'll complete before day one of class.

The In-Class Experience

Engage in project-based learning that's designed to inspire a lifetime of discovery. As an SEI student, you'll:

- Explore new concepts and tools through expert-led lectures and discussions.
- Complete coding exercises to reinforce newly learned skills.
- Dive deeper into topics and techniques via independent, pair, and group programming labs.
- Receive individualized feedback and support from your expert instructional team.
- Apply what you've learned to homework assignments and unit projects, building out a professional portfolio to show off job-ready skills to potential employers and collaborators.

Dedicated Career Coaching

As an Immersive student, you'll receive dedicated support from career coaches who will help you set goals, make a roadmap for success, and stay on track with your job search. Throughout the course, you'll:

- Get an inside look at the industry through day-in-the-life talks, hiring panel discussions, guest speakers, and more.
- Cultivate a competitive candidate mindset, learning to assess your skill set against job descriptions, track progress, and recognize opportunities.
- Develop your professional brand: Polish your online and in-person presence, and build confidence to set yourself apart in interviews.
- Tap into an exclusive global network of experts, influencers, and peers, plus learn strategies for leveraging your existing connections, in person and online.
- Become an active contributor to the developer community.

After graduation, you'll also gain access to resources to help fuel a lifetime of learning. Dive into new topics or continue honing your software engineering skills with discounts on a suite of tools, passes, and packages to premier events, and more. You can also apply tuition discounts to future GA courses, classes, and workshops, both on campus and online.



What You'll Learn

Pre-Work

Software Engineering Fundamentals

Learn online, and get familiar with fundamental principles and techniques at the core of programming through our self-paced, pre-course learning path.

- Start coding with HTML, CSS, and JavaScript.
- Leverage Git and GitHub to manage work.
- Practice working with a UNIX command line.
- Apply troubleshooting and debugging techniques.

Project: Test your knowledge of key JavaScript concepts, including variables, objects, and functions, building an in-browser game from scratch.

Unit 1

Front-End Development

Discover what it takes to build the web you want to see through hands-on training in the essentials of front-end development. Explore core programming concepts that are applicable in any language, and find out what day-to-day life as a professional engineer is like.

- Get acquainted with common developer tools (e.g., Chrome Developer Tools, text editors, code linters).
- Learn to navigate a computer file structure and configure development environments via a UNIX/Linux command line.
- Solidify your knowledge of how HTML, CSS, and JavaScript are leveraged in software engineering (i.e., web typography, Document Object Model (DOM) manipulation, responsive design).
- Dive into fundamental programming concepts (functions, control flow, variables, scope, etc.) using JavaScript.
- Start using Git and GitHub for version control.
- Learn and implement rigorous debugging strategies.
- Start thinking algorithmically and breaking big problems into smaller parts.
- Gain an introduction to project design, project planning, and project management techniques engineers use on the job, including wireframes, user stories, and Agile development workflows.

Project: Work individually to build a front-end web application that users can see and interact with, leveraging JavaScript, APIs, and more.



Unit 2 Full-Stack Development

Learn to build full-stack web applications, deepening your knowledge of client-facing and server-side development. Expand your repertoire of programming languages and start coding collaboratively. Get familiar with key computer science concepts to become a more efficient programmer and perform confidently in technical interviews.

- Start writing recursive algorithms, as well as algorithms to solve computational problems such as sorting. Analyze algorithmic complexity using Big O Notation.
- Build web forms that collect user data for storage in a database (powered by Structured Query Language (SQL), MongoDB (noSQL), etc.).
- Get acquainted with front-end templating and libraries like Bootstrap.¹
- Incorporate authentication capabilities into sites and applications (i.e., user logins, encrypted passwords, etc.).
- Gain an introduction to testing and test-driven development.
- Engage in pair programming to understand collaboration and documentation best practices.

Project: Program a password-protected, full-stack application that stores data in a SQL or NoSQL database and deploy it via Heroku.

¹Tools taught may vary based on location and market demand.

Unit 3 Front-End Frameworks

Gain expertise with the modern software engineering tools and frameworks you'll use on the job as a software engineer. Continue to hone your computer science knowledge by further exploring data structures. Get creative with a cumulative final project, building a full-stack application using technology you choose.

- Discover the capabilities that separate software engineers from coders, including the ability to plan, write, test, deploy, and launch a full-stack app using cutting-edge, next-gen technology.
- Deploy robust, modern front-end frameworks (i.e., React, Angular, or Ember) on which powerhouse platforms like Amazon and Facebook are built.
- Incorporate new patterns into front-end architecture, including custom behaviors, client-side models and data binding, form validation, and state management.
- Leverage the package managers and build tools regularly used by professional engineers.



Unit 3 Front-End Frameworks (Cont.)

- Continue to explore data structures and get acquainted with design patterns.
- Prepare for job interviews and engage in mock interviews and additional whiteboarding practice.

Project: Choose the tools and skills you use to build and deploy a full-stack application (students often incorporate JavaScript frameworks — i.e., Angular).

Unit 4 APIs and Full-Stack Development

Hone your programming skills by learning to build full-stack applications that leverage the capabilities of third-party APIs. Through pair programming and group collaboration, you'll gain hands-on experience executing a real-world workflow. Dive deeper into algorithms and data structures.

- Solidify your understanding (and expand your employability) by learning a second tech stack.
- Get acquainted with more back-end libraries, frameworks, and tools that incorporate powerful front-end technologies like AJAX (Asynchronous JavaScript and XML).
- Discover how to integrate third-party APIs into websites and applications (e.g., Stripe).
- Allow user login via token-based authentication and external accounts (i.e., social media, OAuth).
- Organize effective team workflows with Git and GitHub, refining technical and interpersonal collaboration skills.
- Explore advanced debugging, testing, and documentation techniques.
- Learn to use data structures, including linked lists, stacks and queues, sets, and trees.

Final Project: Apply what you've learned throughout the course to mimic a team-client interaction, collaborating to build and deploy a full-stack application that fulfills provided specs. The final result will integrate functionality from a third-party API.



Frequently Asked Questions

Why is this software engineering bootcamp relevant today?

All companies — not just Silicon Valley giants — are evolving into tech companies, and demand is [growing steadily](#) for software engineers who can creatively solve problems and implement robust, sustainable solutions. In fact, [Harvey Nash and KPMG](#) found that 67% of the tech leaders they surveyed reported an inability to acquire the talent they need. Regardless of your professional background, there's ample opportunity to carve a fulfilling — and future-proof — career path.

Will I earn a certificate?

Yes! Upon passing this course, you will receive a signed certificate of completion. Thousands of GA alumni use their course certificate to demonstrate skills to potential employers — including our 19K+ hiring partners — along with their LinkedIn networks. GA's tech programs are well-regarded by many top employers, who contribute to our curriculum and partner with us to train their own teams.

What are the professional backgrounds of software engineering students?

SEI students come from all walks of life but share one common mission: They are passionate about launching a career in tech by gaining an in-demand, technical skill set. We see career-changers from diverse professional backgrounds, including sales, marketing, project management, finance, and many more. Most are aiming to secure jobs as software engineers or web developers, while others may be looking to combine past experience with a new skill set to enter more specialized roles.

What does my tuition cover?

Here are just some of the benefits Immersive students can expect at GA:

- Expert instruction in the skills you need to enter the workforce as a junior full-stack web developer.
- Self-paced pre-work to explore software engineering fundamentals help you hit the ground running on day one of class.
- Robust coursework, including expert-vetted lesson decks, project toolkits, and more. Refresh and refine your knowledge throughout your professional journey as needed.
- A professional-grade portfolio of projects taken from concept to completion — each mirroring real problems that engineers face — that allows you to showcase the breadth of your technical skills to employers.
- Individual feedback and guidance from instructors and TAs during office hours. Stay motivated and make the most of your experience with the help of GA's dedicated team.
- Dedicated career services to help you navigate your personal job search experience, from technical challenges, to salary negotiation, and more.
- Technical interview prep, including resume reviews, mock interviews, and whiteboarding practice.
- Exclusive access to alumni discounts, networking events, and career workshops.
- A GA course certificate to showcase your new skill set on LinkedIn.



- Connections with a professional network of instructors and peers that lasts well beyond the course. The global GA community can help you navigate and succeed in the field.

What projects will I work on during this course?

For your capstone project, you'll mimic a team-client interaction, collaborating to build and deploy a full-stack application that fulfills provided specs. The final result will integrate functionality from a third-party API.

Throughout this Immersive, you'll also compile a portfolio of solo and group projects designed to reinforce what you've learned in each unit. Gain hands-on experience building and deploying front-end and full-stack applications with a variety of languages and frameworks.

How does this program relate to GA's other coding courses?

Software Engineering Immersive is for learners who are committed to making a career change. [Front-End Web Development](#) offers a popular "starter" option for those who are curious about careers in tech or want to work more effectively with technical stakeholders. [JavaScript Development](#) offers a further deep dive into the world's most popular programming language.

Which format should I take this course in – on campus or online?

It's up to you! Our Remote courses offer a learning experience that mirrors GA's on-campus offerings but allow you to learn from the comfort of home. If you don't live near a GA campus, have a busy travel schedule, or just want to save yourself the commute, a Remote course could be a good option for you, if available in your market. You'll still get access to the expert instruction, learning resources, and support network that GA is known for.

If you prefer to learn alongside your peers and can make it to campus, our in-person courses allow you to take advantage of our beautiful classrooms and workspaces.

Our [Admissions team](#) can advise you on the best format for your personal circumstances and learning style.

What do career services look like for Remote students?

The same as our on-campus experience! We approach our Remote Outcomes programming with the same philosophy, promise to, and expectations of our students. Get an insider's look at the tech industry through virtual sessions like day-in-the-life talks, hiring panel discussions, guest speakers, and more. You'll work individually with your career coach to understand your local job market, find opportunities, and connect with the local tech community.

Our [Admissions team](#) can provide more details on the dedicated support you'll receive on the path to landing a software engineering role.

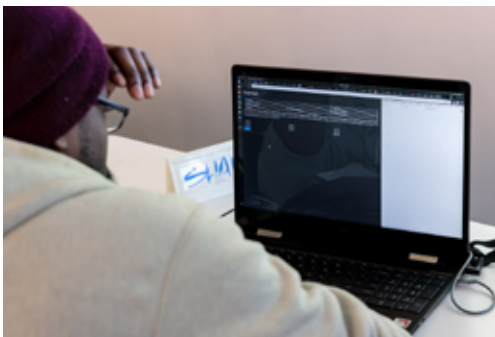


Take the Next Step

Have questions about our Software Engineering Immersive course? Our [Admissions team](#) is here to help and can advise on if this program is right for you and your learning goals. You can also:

- Attend an info session [online](#) or at your [local campus](#).
- Explore your [financing options](#).
- [Apply](#) to enroll in the course.*

**Course modality options vary by location, pending market availability. Please contact our Admissions team to discuss what version is available in your location*



ITEM 121. KENNY BUSHMAN

ATTACHMENT 6

Software Engineering Immersive Instructor, General Assembly

📍 San Francisco



Kenny Bushman is a Full Stack Web Developer with over 6 years of experience creating beautiful, responsive, scalable web applications. He is a pixel-perfectionist who loves turning mockups into functional websites. Having worked with a wide range of clients, from entrepreneurs and startups to multi-million dollar brands, Kenny has a deep understanding of the development tools and best practices that lead to an exceptional and consistent user experience.

Before becoming a web developer, Kenny worked as a certified audio engineer for several studios across the Bay Area, merging his passion for technology and music.

Kenny currently lives in Fairfax, CA, with his wife and two boys, ages 9 years and 15 months. Kenny splits his free time between coding, sci-fi movies, and Kung Fu training.

In recognition of his exemplary service in the classroom, Kenny has been selected as a member of General Assembly's Distinguished Faculty program.



ARIANNA ALDEBOT

Outcomes Manager/Career Coach - San Francisco, General Assembly

📍 San Francisco



Ari has been a Career Coach for 5 years starting at the University of Washington's College of Engineering and Department of Communication before coming to General Assembly. She holds a Masters in Higher Education Administration from Seattle University, where she started her interest in helping students map out their career paths and discover their strengths. Additionally, she holds her BA in Communication from Rutgers University. When she is not at GA, you can find her playing ultimate frisbee or singing at the local karaoke bar.



ITEM 12.1 OLIVER FISHER

Senior National Admissions Producer, General Assembly

📍 Denver



Oliver Fisher is a Senior National Admissions Producer Level 2, the highest level of achievement in the admissions organization at General Assembly. Oliver has helped hundreds of students find a path to skilling up or changing their career, and it is his job to make sure that every students' goals are aligned with what we offer at GA. Oliver believes wholeheartedly in the mission of General Assembly, and his ultimate goal is to help students find careers and jobs that they love. Beyond working in admissions, Olive takes great pride in being the Program Manager for GA's Disability-Impacted Employment Recourse Group. He hopes to make education more accessible to all as he continues to grow alongside GA. Oliver has worked at GA for 2 years and has attended countless classes, workshops, & events. He has also taken a few part-time courses at GA, with his two favorites being Data Analytics and Product Management. Outside of GA, Oliver is an avid skier, finds himself in the mountains whenever he can, and enjoys playing the guitar.

ATTACHMENT 6





CAPITOL ALERT

Capitol Alert

How unemployed Californians launched new careers in a pandemic with 9 weeks of training

BY JEONG PARK

FEBRUARY 02, 2021 05:00 AM, UPDATED FEBRUARY 02, 2021 10:46 AM



Graduates of Sacramento's digital upskilling program share their experience going through the program and starting work at Sacramento IT consulting office Zennify on Friday, Jan. 22, 2021. BY **JASON PIERCE**

ITEM 12.1.

ATTACHMENT 6



Listen to this article now

09:16

Powered by [Trinity Audio](#)

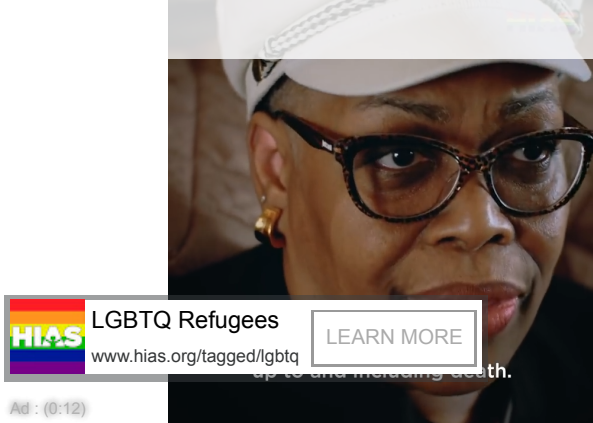
The Sacramento Bee is exploring the future of work in California as the state recovers from the coronavirus pandemic. The series is supported by the [Solutions Journalism Network](#), a nonprofit organization dedicated to rigorous and compelling reporting about responses to social problems.

Unemployment helped Rey Justo achieve his dream.

In April, Justo lost his job working as an appliance installer making \$20 an hour, the highest paying work he has ever had. By fall, he and his family of six were living between a Honda Pilot and his in-law's living room.

TOP ARTICLES

AD



Learn More

Skip Ad

Ad : (0:12)

It was then he read an e-mail about Sacramento's program to [pay residents \\$600 a week for nine weeks](#) while they trained for such digital jobs as data analyst and technical support specialist.

He had always dreamed of working in technology, but never had the time or resources to learn. This time, though, his unemployment was about to run out. He desperately needed a job.

\$2 for 2 months

Subscribe for unlimited access to our website, app, eEdition and more.

CLAIM OFFER

ITEM 12.1.**ATTACHMENT 6**

After three months in the program, Justo is now working at tech consultant Zennify, where he will become a software developer after three more months of on-the-job training. He could make as much as \$15,000 more annually than he did in the job he lost and eventually earn a six-figure salary.

"I'm seeing myself for the first time ever as so successful," said Justo, 32 of Sacramento.

Sacramento spent \$10 million it received from a federal coronavirus relief law to launch short-term job training programs in several industries, from manufacturing to technology, aiming to boost the city's struggling workforce quickly.

Justo launched his new career through Digital Upskill Sacramento, a partnership among several organizations that received \$800,000 from the city. The program paid 40 residents like Justo, from disadvantaged communities, to march through a boot camp for a job in a new, higher-paying industry.

Not everything went swimmingly. Some said they wanted more time than nine weeks, and it's not certain whether the participants will succeed in their new jobs. But so far, nine participants have gotten job offers days after their "graduation" from the program, making substantially more than they earned in their previous positions. More are expected to get offers soon.

Capitol Alert newsletter

Get political and Capitol news in your inbox every weekday, plus breaking alerts.

SIGN UP

This site is protected by reCAPTCHA and the Google Privacy Policy and Terms of Service apply.

Now, some officials say they want programs like this to scale up, becoming an established part of how the region prepares its residents for the future of work.

"This is an opportunity to recreate, reimagine, think a little bit out of the box," said Cassandra Jennings, the president and CEO of the Greater Sacramento Urban League. "It's an investment. It's not risk."

TRAINING WORKERS FOR DIGITAL JOBS

A 2018 report from the Brookings Institute found [that by 2016, nearly a quarter of jobs](#) in Greater Sacramento required high levels of digital skills, nearly a fourfold increase from 2002.

But the Greater Sacramento Economic Council wasn't sure how to get the community and its workforce interested in training for digital jobs, said Barry Broome, the president and CEO of the organization founded by a group of CEOs throughout the region.

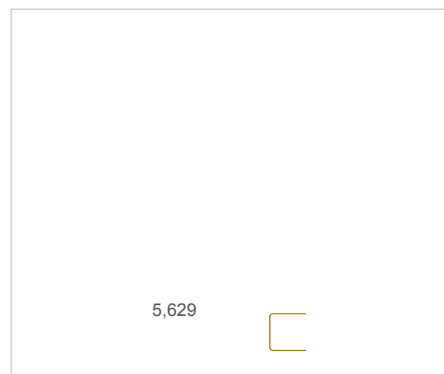
Then the pandemic [left more than 150,000](#) people in the region suddenly unemployed.

“This was an aspiration prior to COVID, and after COVID, it became a necessity,” Broome said of the Digital Upskill Sacramento Program. “It was more of a crisis thinking.”

The organization created a partnership with the Urban League, as well as Merit America and General Assembly, two organizations offering credentials in digital skills such as data analytics.

Although Sacramento had not funded programs like this before, city officials said the proposal matched their goal: Creating jobs in growing industries for workers laid off from sectors that [may have lost jobs for good](#).

“The great debate in our city is whether the city should invest directly in the economic future of our neighborhoods and our people,” Mayor Darrell Steinberg said at the program’s graduation ceremony. “This was our signature opportunity to answer that question: Yes.”



Once the project got a green light, officials started accepting applications. They expected a few hundred, but got 5,000.

“Why so many people? Because it was a real opportunity,” Broome said. “We’ll provide you with dignity and real opportunity. They grabbed it, and I thank them for it.”

The partnership picked 40 people, based on their backgrounds as well as an assessment of their basic technology skills, such as Microsoft Excel.

ITEM 12.1.**ATTACHMENT 6**

Then, the participants went through nine weeks of training, either through General Assembly for data analytics or through Merit America for software support. The participants also got a weekly training in their job searching skills, from improving their resume to developing their LinkedIn profiles.

Meanwhile, the partnership worked with employers around the region to connect them to the participants.

Zennify was one of the companies contacted by the Greater Sacramento Economic Council, said the company's CEO, Manvir Sandhu.

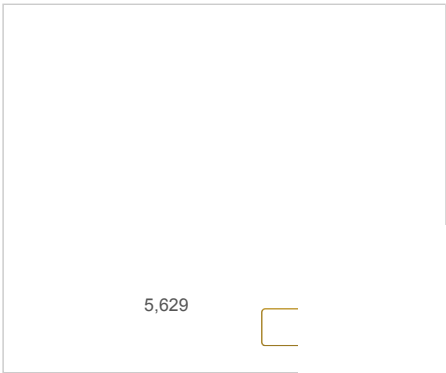
Sadnhu said Zennify saw the program as a way to diversify the company's workforce. The company had already hired more than 30 people who got credentials from organizations such as Merit America and General Assembly, he said.

"Those individuals can be leaders within our organization, and some of them are already leaders in our organization," Sandhu said. "The sky is the limit."



Alicia MacHale, of Sacramento, stands near her desk inside Zennify’s offices on Friday, Jan. 22, 2021. MacHale recently started working at the Sacramento IT consulting firm as an apprentice after graduating Sacramento’s digital upskilling program last year. Jason Pierce
JPIERCE@SACBEE.COM

WHAT WORKED?



Government agencies don’t usually pay residents to go through short-term boot camps, despite their rising popularity. As of recently, only two other California cities — San Diego and Oakland — [offer similar programs](#), according to Course Report, which tracks the data.

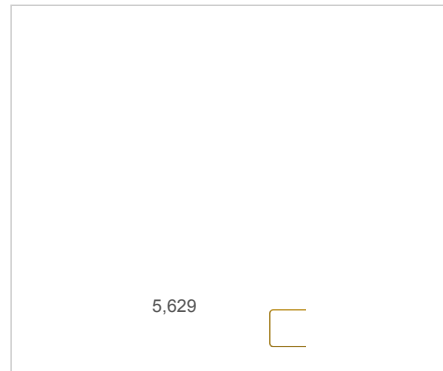
But even as Broome said his partnership “took a risk and got lucky,” a few things worked in the program’s favor.

ITEM 12.1.**ATTACHMENT 6**

First, having the Urban League, an institution in the region's Black community for more than 50 years, helped the partnership recruit from an underrepresented population.

The Urban League also provided services beyond job training, which proved very helpful for Sacramento mother Sunsarae Jackson, who gave birth to a daughter just five days before she was to start the training.

Jackson, 38, said she knew she could go to the Urban League for help if she needed it, from diapers for her newborn to clothes for her interviews.



Second, the program provided not just free training, but a free laptop, Internet access and a stipend.

"Not having to use my credit card to pay for groceries, because I had the money, that was amazing," she said. "I didn't have a reason not to go forward, because they provided me with tools to go forward."

Sacramento had not given stipends of that size for a workforce development program, but city officials said they recognized many needed the money, especially during the pandemic.

In some cases, with unemployment insurance running out for some, "stipends were the only resource they were getting," said Kriztina Palone, the city's workforce development manager.

Finally, the program didn't just teach specific tech skills, but also "soft skills," such as polishing a resume or preparing for a job interview, said Ian Stirgwolt, who worked on the partnership for General Assembly.

ITEM 12.1**ATTACHMENT 6**

In fact, Jackson's updated LinkedIn profile prompted a recruiter to call her. That led to an offer to work as a technical support specialist for a mortgage company even before she had finished the program.

"Now, I've been working since Dec. 21 and I haven't missed a beat," Jackson said. "I'm really enjoying it."

LENGTH OF TRAINING PROGRAMS

Jackson still wishes the program was a bit longer. A training program at Merit America goes for 14 weeks or so. But because of the time limit imposed by the federal stimulus, Jackson's training was condensed to nine weeks.

"For people working full-time already and trying to take the course to get into a higher paying profession, it may be too hectic," she said.



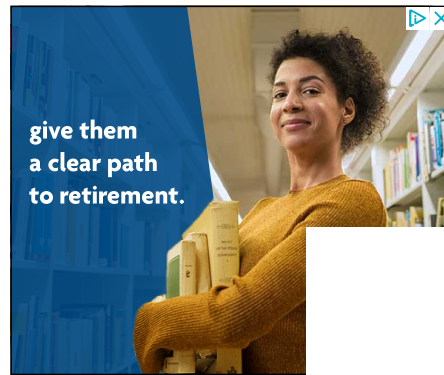
The program also has some long-term challenges. Among them: Not every company is comfortable with hiring someone who went through a short program compared to someone who got a degree, said Sean Gallagher, a professor at Northeastern University who has been tracking the rise of short-term education programs known as micro-credentials.

Companies may not think of those who went through those programs as qualified — one tech recruiter [called them "a freaking joke"](#) a few years ago. Some programs have faced scrutiny for exaggerated job placement numbers.

"Even today, it's still very new. It's still very early in employers' experience," Gallagher said of those programs. "It has great potential. There's a lot more foundational work that has to happen."

And because those programs are new, Gallagher said there is little data to show how people fare years after finishing the programs.

Then there's the question of how to help not just the 40 who got through Sacramento's program, but the thousands who applied and didn't get in.

ITEM 12.1.**ATTACHMENT 6**

Those who got into the program probably on average have higher skill levels than those who didn't, said Roy Kim, deputy director of workforce development at the Sacramento Employment and Training Agency, which has been providing job training for decades in the region. It also received a share of the city's grant to provide on-the-job training program in industries such as construction and healthcare.

Put another way, how do you help people who don't know how to use a computer?

Government agencies need to think about those people as well, and that's what SETA has been thinking about, Kim said.

THE FUTURE OF JOB TRAINING

The city is still evaluating how its \$10 million has been spent in different job training programs. Overall, the city funded 29 organizations including the Digital Upskill Sacramento Program, reaching 1,770 residents in total. Of them, 1,423 have completed the formal short-term training processes, Palone said.

The city does not yet have firm data on how many of them have gotten jobs. Because of the pandemic, some employers in industries such as manufacturing are not hiring as many people as expected, Palone said. She said she hopes companies will hire more workers as the economy recovers.

Still, Palone said the city hopes to continue some form of those programs, including in areas such as digital jobs, cybersecurity and healthcare.

Jennings said the last few months has taught the Urban League that it can get people to jobs in high-demand industries quickly. She's hopeful that more support will come to help the organization continue its effort.

"We don't want this to be a project," she said. "We want this to be a program."

ITEM 12.1.

Sep 24, 2020, 06:00am EDT | 925 views

What Can We Learn From Louisville About Equitable Economic Recovery?

**Alison Griffin** Contributor ⓘ

Education

I write about education, public policy and the future of work.[Follow](#)**Listen to this article now**

14:01

Powered by **Trinity Audio**

Late in 2019, I spent two days in strategic conversations between civic, workforce and industry leaders in Denver. We talked about the growing demands of various industry sectors across the city — and the education and training solutions available to learners in all stages of their careers. Denver is not unlike most major cities — where the demands of the labor market are mismatched with the talent available. Economic development, corporate and civic leaders here are looking for solutions that embody partnership, collaboration and innovation. As we grapple with the ramifications of not just skill and equity gaps, but seemingly endemic unemployment, the need for creative, strategic workforce solutions is paramount.

As Maria Flynn, President and CEO of Jobs for the Future, and former Massachusetts governor Jane Swift [recently put it](#), “Throughout the fall and into the end of 2020, businesses — small, medium and large and in a diverse range of industries — will face grim economic conditions and difficult workforce decisions.” Data I recently discussed with former U.S. Deputy Secretary of Labor Seth Harris puts this troubling prediction in context: from February through August 2020, the number of workers who lost their jobs permanently rose by 2.1 million to 3.4 million — an over 60% increase.

ITEM 12.1.**ATTACHMENT 6**

Secretary Harris and other economic observers believe that more of the 29 million people collecting unemployment benefits in September could find themselves in a similar position in the coming months.

As I reflect on these dire statistics against the promising meetings of nearly a year ago, I am actually encouraged. I wanted to find out how other cities were addressing the immediate needs of their communities, and setting the stage for a more equitable recovery in the future. I wondered, in particular, whether employers less impacted by the pandemic were playing a role. I wondered what sectors of the economy were still growing, and how they were building the most in-demand skills. I had the chance to speak with Roger Cude, Senior Vice President, Human Resources with Humana, based in Louisville, Kentucky to find out how their solution is one that can be emulated and scaled.

Alison Griffin: Tell me about Humana’s role and presence in greater Louisville. What shifts were you seeing in the region’s workforce before COVID-19? How have things changed in the wake of the pandemic?

Roger Cude: Humana has called Louisville home since 1961, and for almost 60 years, we’ve been helping people improve and maintain their health through clinical excellence and coordinated care. The city is very much still a “home base” for us: of Humana’s 46,000 associates, more than 12,000 live and work in Louisville.





The goal of the FutureLou initiative is to provide a pathway for displaced or underemployed workers ...

[+] GETTY

MORE FOR YOU

Can Blockchain Technology Provide A Better Learner Record?

A Grand Plan For Reopening Higher Education In The Rocky Mountain West

What Is Budget Reconciliation Anyway?

We've been around long enough to witness real change in the region's workforce. Right now, the technology industry is the Louisville area's fastest-growing job sector, and local business leaders are increasingly adopting a digital-first mindset. But like other communities, Louisville-area businesses are struggling to find qualified applicants for those jobs. The mayor's [LouTechworks initiative](#) currently projects a 1,000 person per year shortfall of local graduates from tech programs — not enough to fill the critical roles that our economy needs. Those talent shortages have a measurable impact for Humana as a business.

Forbes | Careers

Climb the Career Ladder with Forbes

Land the job, get a raise and learn to lead with advice from Careers editor Vicky Valet

Sign Up

You may opt out any time. By signing up for this newsletter, you agree to the [Terms and Conditions](#) and [Privacy Policy](#).

ITEM 12.1.**ATTACHMENT 6**

Of course, all of those numbers are pre-COVID19 estimates. The pandemic is creating new and unexpected challenges and accelerating the imperative for businesses to evolve. At the same time that companies need more and better digital assets, many talented and motivated workers are facing sharply reduced hours and mounting layoffs.

As we look to the long-term impacts of the pandemic, our team is taking some lessons from the last recession. In the wake of the 2008 financial crisis, 5.6 million jobs were lost by workers with a high school diploma or less, and just 80,000 of those jobs returned by 2016. The cost of long-term unemployment to a local economy is estimated at between \$500,000 and \$1 million per adult worker.

More than ever, there is a specific need for digital and analytic skill sets. The COVID-19 pandemic has accelerated Humana's need for employees who can analyze big data and create predictive models; quickly develop AI solutions that assist our customers in accessing our services more efficiently; and help us recognize opportunities to apply digital solutions to revamp internal processes that affect our customers.

Alison: What was the impetus for the launch of FutureLou? What challenges are Humana — and the Louisville region — trying to solve?

Roger: We want Louisville to be the city of choice for people seeking a career in data sciences — a place where we can tap people's skills and passion to shape the future of healthcare and business across all industries. The COVID-19 pandemic has upended the economy, highlighting the shortage of talent — but also offering the impetus to fix it. We want to turn a moment of crisis into one of opportunity.

That's why we've been helping to organize a coalition of private, public, and academic leaders in the region, who are combining resources to create a future-ready local workforce through training and development in high-demand data science skills and capabilities — offered for free to Louisville

ITEM 12.1.**ATTACHMENT 6**

residents. Right now, our partners include employers, public workforce organizations, and education providers, including Humana, Microsoft, General Assembly, the University of Louisville and FutureLou. Interapt and Kindred Healthcare are also contributing financially and helping create opportunities to get people hired.

The goal of the **FutureLou** initiative is to provide a pathway for displaced or underemployed workers to upskill into industry-aligned careers that provide stability and resilience during this period of disruption. By providing both financial support (the programs are available for free) and job search guidance, we're reducing the barriers to reskilling for digital jobs and helping Louisville residents earn credentials that will have high demand now and for the future.



Learners participate in General Assembly's accelerated training program, which a growing number of ...

[+] GETTY

Alison: How do you navigate the process of bringing together multiple stakeholders from both public and private entities? How are roles and responsibilities divided?

ITEM 12.1.**ATTACHMENT 6**

Roger: The program is rooted in a collaborative effort of Microsoft and Louisville Metro Government, in partnership with General Assembly, KentuckianaWorks (the workforce development board of the greater Louisville region), and a virtual “micro-campus” team. That’s a lot of different stakeholders, each with its own specific role to play in the initiative.

For a participant in the program, it starts with short, online training courses which provide a low risk way to explore new fields or skills. After that, they take part in one or more virtual, short-form workshops to engage more deeply with new material, learn more, and consider a career path that excites them. People who qualify participate in General Assembly’s accelerated training program that a **growing number of employers** are already using to help incumbent workers build skills and earn industry-recognized credentials.

Before, during, and after the program, participants will have access to counselors and mentors, as well as a stipend designed to support them with balancing training among many competing priorities.

You can boil down the roles and responsibilities into three big buckets: training support, financial support, and business support. We’re continuing to seek and connect with more potential sponsors who can help us finance these upskilling opportunities into the future. We’re also collaborating with employer partners throughout the region to participate in job matching, mentorship, and virtual career fair opportunities. Those corporate partners will interview — and hopefully hire — graduates to fill posted jobs.

One example of how this program is working in the lives of our community members is Erika’s story. Erika will be among our October graduates. She learned about the reskilling effort after being laid off during the pandemic. Erika was in the process of applying for intensive full-time training when she was offered the option to return to work part-time. Understanding that she couldn’t pass on earning income, the General Assembly enrollment

ITEM 12.1.**ATTACHMENT 6**

counselor referred her to the less intensive part-time training options offered locally.

Erika chose to participate in General Assembly's part-time Data Analytics course. The course runs for 10 weeks, and participants are eligible for stipends to offset living and other expenses related to being displaced from work.

Alison: How has the program gone so far?

Roger: We've seen a great deal of interest over the past few months, and expect that it's likely to continue. Since April 15, the first wave of programs have launched with 1,500 signups and 400 enrollments.

In the Data Scientist training track, which is our first program, we're reskilling Louisville-based professionals for careers in data science through a rigorous, accelerated program for early career adults. The pilot launched in June with 23 participants drawn from local companies and talent partners, with graduates available for hire in October. Our plan is to expand the program to 500 grads over three years and introduce additional program paths in other high-demand fields (e.g. data engineering, cloud engineering).

Another example of the program's success is what we learned from Claudette's experience. Due to COVID-19, Claudette was working two-part time jobs and seven days a week when she learned about the Data Science Reskilling program through a referral at Goodwill Power of Work – a workforce training program that helps people move from public assistance programs to full-time employment.

Claudette recognized that in order to participate in this program, she would need to modify her work schedule and her life. Even with working two jobs she currently relies on food and sometimes rental assistance through SNAP

and the Goodwill Power of Work Program, respectively. She knows that she may need to rely on these services more through the three-month course.

Through these programs, we'll soon be able to deploy graduates to regional hiring partners, such as Norton Healthcare and Anthem. Participating employers will hire graduates for full-time positions and/or paid apprenticeships, with permanent placement as the end goal.

Alison: What challenges or obstacles have you faced in the launch of the program thus far? How have you addressed those challenges?

Roger: One critical component of the programming focuses on ensuring that we recruit more underrepresented minorities to the field of data science both as an industry and within our local community. We have made intentional efforts to work with grassroots and community-based organizations like **TECH-nique** and **AMPED** that specialize in serving diverse populations. This deliberate work has yielded results. By continuing to remain purpose-driven, we will have a community of skilled workers and teammates that mirror the populations that we serve. Companies need skilled talent now. Some simply can't wait three months for our Data Science program to complete before filling a position. However, once we have a continuous schedule of graduates from these programs, our local employers will always have a pool of talent available for immediate hire.

Finally, we anticipate that committing to a twelve-week, full-time training program may cause financial implications for some of our participants. We are working through ways to provide stipends to program participants that enable them to significantly lessen the impact of participating in an intense program.

Alison: What are some lessons you have learned from this experience that other employers should take to heart, when it comes to the most effective ways to launch this type of partnership? Do you see this as a model that could take hold in other regions across the country?

ITEM 12.1.**ATTACHMENT 6**

Roger: Based on our success so far, it's clear that this model could absolutely be replicated in other communities. Such free programs can help displaced or underemployed workers build valuable skills and credentials in digital career tracks — helping expand access to new career pathways, while also enabling local employers to address persistent tech talent gaps.

Every company, and every community, needs data analysts to make sense of data, analyze it, and present information to drive business decisions. They need digital marketers to reach and acquire customers, and software engineers to identify and solve problems. And to communicate effectively with digital tools, companies need UX designers to think like consumers and advocate for them. That's only going to become more important in the wake of the pandemic, and we'd encourage other employers — and workforce organizations — to take advantage of emerging models that are making upskilling more accessible for working learners.

To ensure that we have a constant pipeline of talent, our approach to skilling must be nimble and include a constant reassessment of the talent currently deployed, in our pipeline, and assess where we adjust to meet predictions for future skills needs.

Alison: What's next for FutureLou? How do you see the program evolving as COVID-19 continues to disrupt economies across the globe?

Roger: Humana envisions a single resource for the community to earn credentials that can lead to a long-term career in data science (even without a college degree); to receive training to augment college graduates' skills to make them more marketable; to upskill or reskill professionals who need to work differently/digitally; and to provide short-term researchers who can source and mine big data pools. Through this community collective, we can use workforce data to predict changes to digital and data employment trends and adjust training and throughput goals accordingly.

ITEM 12.1.**ATTACHMENT 6**

In all times, but especially in times of need, it's the job of community leaders to step up and find a path forward. That includes the business community, and we understand how important it is for Humana to set an example for other employers looking to support reskilling efforts in the wake of the pandemic. We are optimistic about FutureLou and the possibilities it holds for the city of Louisville in the future.

Follow me on [Twitter](#) or [LinkedIn](#). Check out my [website](#).

**Alison Griffin**[Follow](#)

I am a Senior Vice President with Whiteboard Advisors, a social impact agency that helps entrepreneurs, donors and investors navigate the complex intersection of policy,...

Read More[Reprints & Permissions](#)ADVERTISEMENT

ITEM 12.1.**ATTACHMENT 7****1. Introductory Letter**

Amanda Norton, Economic Development Manager
City of Rancho Cordova
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Udacity, Inc.
2440 W El Camino Real
Mountain View, CA 94040
(650) 938-9090

Friday, June 18, 2021

Dear Ms. Norton:

Thank you for the opportunity to respond to the NOFA and be considered for your Workforce Recovery Program in the City of Rancho Cordova. In partnership with Greater Sacramento Economic Council (GSEC), we are delighted to present a proposal for the **Rancho Cordova Tech Career Incubator (TCI)**, a 4-month upskilling program for 50 students in your community to acquire job-ready skills in Programming or Business Analytics.

Nationwide, our economy is suffering from a skills shortage which is creating a chasm between unemployed/underemployed Americans and a large pool of attractive, well-paying jobs in the tech sector. Our primary goal in this proposal is to facilitate the acquisition of practitioner-level skills in order to close this gap and better align supply and demand in the labor market. But we also understand that the need for access to education is often compounded by other needs: child care, mobility, health care, etc. For this reason, we work hard to create lasting partnerships with providers of other social services.

Udacity was founded in 2011, and our mission is to train the world's workforce in the careers of the future, with 1 million trained by 2025. Today we employ about 450 people globally. Between business development, program management, program operations & student operations, we expect to have 15-20 individuals working on this program. Further details on the project team can be found in our proposal.

We understand and relate to your priority to help citizens in your community who are unemployed, underemployed, or looking to change career paths. As an education platform focused on providing job-ready skills in technology fields, Udacity has collaborated with both public and private sector organizations to run workforce programs similar to the Workforce Recovery Program. We have been running similar community-based capacity building initiatives since 2016 (examples are provided in our proposal). Our programs achieve completion rates as high as 80%, with positive career outcomes as high as 74%.

This program proposes to support your goals in the following ways:

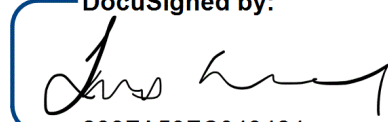
ITEM 12.1.**ATTACHMENT 7**

- Identify target student profiles & position the program offering to resonate with citizens who are unemployed, underemployed, or looking to change career path
- Deploy marketing & media resources to solicit the applicants most likely to complete the program and land in gainful employment in a technology profession
- Execute an engaging program to teach students job-ready skills in Business Analytics and Introductory Programming, supported by relevant project work
- Build bridges between the students and local employers, facilitating the interview process and coaching students to maximize their chances of receiving an offer

At a total cohort size of 50 students, Udacity is able to offer program participation at a price of \$3,200 per student (for a total of \$160,000). This covers enrollment in/access to our nanodegree learning content, mentors and tutors for all students, community resources, career services, access to our employer engagement platform, and post-program impact assessments. Our program is intended to be scalable to meet varied labor market needs; if there are additional communities in the region who would benefit from this type of program, we would be willing to combine a larger student population into this learning cohort in order to offer more competitive pricing (on a per-student basis).

We look forward to supporting your efforts with this Workforce Recovery Program, to help you deliver on your promise of a livable community with diverse economic opportunities, and generally promote a positive image of Rancho Cordova.

Sincerely,

DocuSigned by:

288FA59FC043424...

Seamus Hennessy

CFO

Proposal



Workforce Recovery Program - City of Rancho Cordova

2. Table of Contents

[2. Table of Contents](#)

[3. Qualifications and Experience](#)

[Udacity](#)

[Greater Sacramento Economic Council \(GSEC\)](#)

[4. Project Description](#)

[Overview](#)

[Engagement](#)

[Completion Rate](#)

[Job Placement & Retention](#)

[Career Pathways](#)

[Additional Support Services](#)

[5. Project Expected Timeline](#)

[6. Sources and Uses of Funds](#)

[7. Conflict of Interest Statement](#)

[8. Exceptions](#)

[9. Supportive Information](#)

3. Qualifications and Experience

Udacity

(Project Lead)

Udacity's mission is to train the world's workforce in the skills and careers of the future. Our platform is built on our Nanodegree program: a project- and skills-based educational credential program. Udacity Nanodegree programs consist of recommended courses comprised of online lessons designed to assist learners with the creation (and successful completion) of a relevant and practical project portfolio, taught by experts in their fields, and individually supported by technical experts and mentors.

Udacity was founded in 2011 by Sebastian Thrun and Peter Norvig. To date, over 13 million people across 160+ countries have learned technology-related skills on the Udacity platform.

Udacity Core Project Team

Paul Burani (primary liaison) paul.burani@udacity.com	Head of Business Development, North America	- Based in New York 1 year running BD for Udacity public sector partnerships; previously 18 years in media/technology including global industry partnerships at Google - Maintains ownership and accountability to ensure the program's alignment to the strategic priorities of Udacity partners & clients
Rawan Gebran rawan.gebran@udacity.com	Head of Global Program Management	- Based in Dubai 3 years running partnerships/program management at Udacity, previously 5 years spanning management consulting (McKinsey), product management, regulatory affairs, cause marketing. - Overseeing all program management; accountable to efficient delivery of outcomes across all program models
Evan Jansen evan.jansen	Senior Program Manager	- Based in Chicago - Education background (BS Secondary Education,

@udacity.com		Indiana Univ.; MS International Educational Development, Univ. of Pennsylvania) • 9 years of experience in teaching, learning assessments, student experience & educational development • Single point of contact for Udacity partners & clients on the overall execution of the program • Partnership with Program Operations and Student Operations to deliver a seamless program experience for learners
--------------	--	--

Udacity Extended Team

The broader Udacity team is well-staffed across a number of critical functions, to ensure that our programs are designed and executed to our highest standards.

- Program Operations
 - Community Operations
 - Oversight of all program related Slack/Discourse communities
 - Technical Support
 - Management of all support tickets related to any technical difficulties experienced on the Udacity platform
 - Career Services
 - Management of all services directed toward program participants' readiness for job placement post-graduation
- Student Operations
 - Tooling Operations
 - Ensuring that applications and assessments reflect program priorities and are executed smoothly
 - Enrollment
 - Oversight of eligibility checks, distribution of student body across sessions, governance of revoking and plagiarism
 - Mentor Sourcing
 - Sourcing and allocation of mentors, tutors and session leads
 - Mentor Performance
 - Oversight of all KPIs and performance benchmarks associated with effectiveness of mentors, tutors and session leads
 - Communications
 - Execution of program communications across email and SMS

Similar Projects run by Udacity

Below is a selection of case studies which reflect a variety of scenarios in which Udacity has partnered with the public sector and/or private entities to make a positive impact on communities.

1. Workforce Development Board of Central Ohio (Columbus)
 - a. In response to the COVID-19 pandemic, we developed a program concept in partnership with WDBCO and key local employers to upskill residents of Franklin County in Business Analytics, Digital Marketing or UX Design. The program achieved a 78% graduation rate among WIOA-funded learners (57% overall), with employers like JP Morgan Chase, Cardinal Health and Huntington Bank playing an active role. The program attracted an applicant base that was nearly 50% non-white and 75% low income.
 - b. Total project value: \$281,000
2. Center on Rural Innovation (14 unique rural communities)
 - a. In order to support CORI's Rural Innovation Network in attracting community members to opportunities in the digital economy, Udacity delivered a multi-phase foundational learning program to 204 graduates in Business Analytics, Digital Marketing or Front End Web Development. The foundational program disproportionately reached groups typically underrepresented in tech, including 66% of participants identifying as female.
 - b. Total project value: \$216,000
3. Blacks in Technology Challenge Course (nationwide)
 - a. With a goal to increase representation of Black professionals in the technology industry, Udacity built a program in which 1,000 applicants were given access to foundational learning to provide basic digital literacy. The 150 top performers were then granted access to an intensive four-month immersion in one of three nanodegree fields: Product Manager, Cloud DevOps, and Programming for Data Science with Python.
 - b. Total project value: \$300,000
4. AT&T Veteran Tech Careers & Technology Development Program Internship
 - a. An example of strong relationships with US employers -- Udacity has partnered with AT&T to support upskilling programs for veteran families, with a program of 100 seats aimed at supporting both the transition to civilian tech workforce, as well as children of military families.
 - b. Concurrently, through its Technology Development Program Internship program, Udacity graduates are provided internships at AT&T, following coursework in a number of nanodegree programs including iOS Developer, Java Developer and Data Scientist. About 80% of Udacity interns (close to 50 total) have gone on to full-time positions with AT&T, with a commitment to expand to seven US metro areas later in 2021.

5. Presidential Next Technology Leaders Initiative (Egypt)
 - a. Udacity worked with the Government of Egypt's Ministry of Communications and Information Technology. The intention was to upskill Egypt's talent pool in alignment with the IT opportunities within the country's labor market. The most recent cohort trained 1,350 scholarship recipients, graduating 78% (with 74% indicating positive career change).
 - b. Total project value: \$2.4M in 2021

Greater Sacramento Economic Council (GSEC)

The Greater Sacramento Economic Council (GSEC) is the Sacramento regional economic development organization. Rancho Cordova has been a member of GSEC since its founding in 2015.

GSEC received \$787,650 in CARES Act relief funding from the City of Sacramento to develop a digital upskilling program for those affected by the COVID-19 pandemic. GSEC partnered with the Greater Sacramento Urban League (GSUL) to digitally train disadvantaged and displaced workers in Sacramento's most impacted communities. More than 5,000 people applied for the 40 openings once the program was announced. GSEC met national industry training standards by engaging General Assembly and Merit America, which both have track records of success in delivering high-quality immersive instruction.

Program participants received a laptop, stipend to provide internet access, \$400 per week for nine weeks and a program completion incentive of \$1,800. Participants completing the program received a digital certification in IT Support or Advanced Data Analytics. The 40 students were selected after completing an application and admissions screening in October of 2020. The students completed the training by the end of the calendar year. The laptop, internet access and stipend provided the support that enabled the student to focus on learning new skills and job market readiness.

The graduates of the IT Support program received a Google IT Support Professional Certificate, and the graduates of the Advanced Data Analytics program received a Certificate of Advanced Analytics from General Assembly.

As of June 1, 2021, 25 students have accepted full-time employment and 7 are still seeking placement. All students still enrolled in the placement support have interviewed for at least one position. Five students have withdrawn from career assistance, so the results of their job search are unknown. The average wage of placed students is approximately \$47,000. Two students have continued their learning by stacking their credentials to earn a Salesforce certificate, increasing their earnings and upward social mobility. Students have

been placed at companies like HCL Technologies, VSP, Zennify, Centene and several other smaller local companies.

GSEC is a 501c3 organization and further documentation can be provided upon request and should be on file with the Rancho Cordova clerk's office.

4. Project Description

Overview

Name of Project: Rancho Cordova Tech Career Incubator (TCI)

Udacity's vision for Tech Career Incubator is to provide tech career pathways to residents of Rancho Cordova who face significant barriers to employment. By designing a program that caters to the needs of employers and the general labor market, we aim to upskill program participants and provide them with job-ready skills to succeed in a stable, well-paying tech occupation.

We propose running a cohort of 50 students, offering two distinct nanodegrees tailored to the needs of the local job market in Rancho Cordova. Applicants would have the chance to choose either Business Analytics or Introduction to Programming, each with a favorable profile as detailed below:

ND Title	Business Analytics
Description	Gain foundational data skills applicable to any industry. Collect and analyze data, model business scenarios, and communicate your findings with SQL, Excel, and Tableau.
Duration	4 months
Prerequisites	None

LMI data¹	Currently there are 495 unique positions seeking skills taught in this nanodegree program. These jobs offer a projected median salary of \$91,000 and 82% state educational requirements of bachelor's degree or less. The open positions are linked to occupations such as Software Quality Assurance Analysts and Testers, Management Analysts and Computer Systems Analysts. Across the region, this category of jobs has been resilient since the start of the COVID-19 pandemic, showing +64% growth over a trailing 12 month period.²
-----------------------------	--

ND Title	Introduction to Programming
Description	Udacity's Intro to Programming is your first step towards careers in Web and App Development, Machine Learning, Data Science, AI, and more! This program is perfect for beginners.
Duration	4 months
Prerequisites	None
LMI data³	Currently there are 377 unique positions seeking skills taught in this nanodegree program. These jobs offer a projected median salary of \$87,000 and 86% state educational requirements of bachelor's degree or less. The open positions are linked to occupations such as Software Developers, Software Quality Assurance Analysts and Testers, and Computer Occupations, All Other. Across the region, this category of jobs has been resilient since the start of the COVID-19 pandemic, showing +78% growth over a trailing 12 month period.⁴

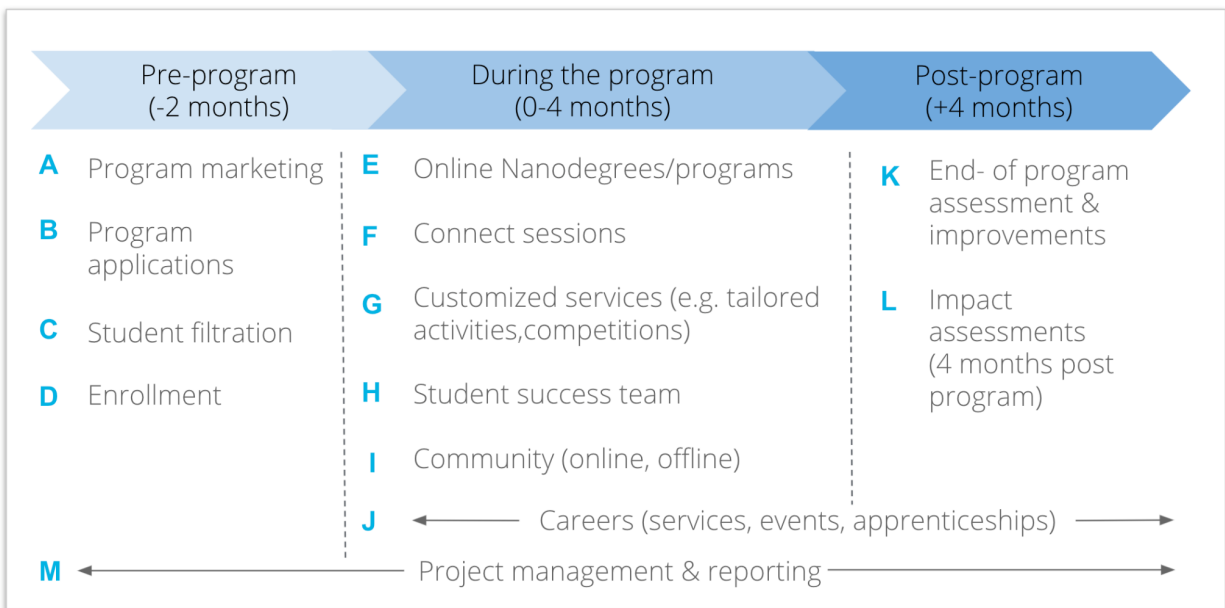
¹ Source: Emsi, City of Rancho Cordova, Mar-May 2021. Education figures include 'No education listed'.

² Source: Emsi, Sacramento-Roseville-Folsom MSA, Apr-May 2020 vs Apr-May 2021.

³ Source: Emsi, City of Rancho Cordova, Mar-May 2021. Education figures include 'No education listed'.

⁴ Source: Emsi, Sacramento-Roseville-Folsom MSA, Apr-May 2020 vs Apr-May 2021.

Our proposal suggests a 4-month 'Connect' program, which follows the framework provided below:



Describe in detail your strategies for engaging, recruiting, enrolling and serving job seekers.

Engagement

Udacity partners with its stakeholders to pool assets and resources, to be deployed in such a way to achieve the following:

- Define the ideal customer profiles (ICP) of target populations
- Define a value proposition and positioning for the program which is most likely to resonate with these populations
- Deploy marketing & media resources (across paid/earned/owned channels) to reach these populations with a relevant message that will drive awareness, consideration and ultimately engagement with the program

Once engaged, a subset of these prospective applicants enter our application funnel, whereby we take the following approach:

- Provide more detailed information on the program, including sponsors, calendar, eligibility requirements, and descriptions of the curriculum being offered.
- Applicants are made aware of the dates for application open and close, notification, and program kickoff.
- We address common FAQs and offer an email address for prospective applicants to use if they need dedicated support.
- An example of this information page can be found [here](#).

Following this step, applicants are asked a handful of qualifying questions to establish basic competency in the subject matter. Absent any prerequisites of the chosen nanodegree programs, at minimum we look to establish a basic skill set (e.g. comfort with spreadsheets).

For more detail on enrollment and serving job seekers, please see sections below (“Describe the intake process” and “Career Pathways”).

Describe innovative ways in which you will outreach to individuals.

1) Solicitation of UI claimants - In the past, in partnership with local workforce boards, we have used a weekly email distribution list of individuals claiming unemployment insurance benefits, to drive awareness of our programs with a very targeted subset of the population. The best practice is to wait several weeks or longer following the initial claim, as our experience indicates job seekers tend to enter the consideration phase of a program like this after a bit of time has passed.

2) Facebook Live - In partnership with a workforce development board and AJC, we held a live program information session aimed at prospective applicants. The session reached over 400 individuals with a 24% engagement rate, and the recorded assets helped to generate incremental organic exposure across a number of other social media platforms as well. The recording can be viewed here: <https://youtu.be/gtbNILYsjes>

3) Remarketing to Jobs Center visitors. Using visitation of a local jobs center as a signal of in-market status, in partnership with a local workforce board we have curated lists of individuals within a geographic area who exhibit a high likelihood of interest in a sponsored nanodegree program.

4) *Outreach to satisfied customers.* Udacity maintains a database of over 100,000 past graduates, many of whom are lifelong learners who have completed multiple nanodegrees (or stated a preference to do so in the future). Within a given geographic area, we have the ability to solicit these individuals with the added benefit of potential external funding to pay their way.

5) *Distribution of flyers at local flex office spaces.* Working in specific communities that lack high broadband penetration, we have developed print collateral which is then distributed at local 'hotspot' hubs where a qualified audience is likely to see them, driving awareness for our programs.

Description of the population served. Include demographic, social, academic and other elements to demonstrate your working knowledge of the populations and communities you propose to serve.

The population served by this program is broadly defined to include an adult population (either unemployed, underemployed or looking to change career paths), who also has a career interest in technology and the desire/motivation to upskill themselves. Beyond these parameters, many of our recommendations take the following core criteria into consideration:

- Millennial audience
 - Rancho Cordova skews high for its millennial share of total population (21% higher than US average).⁵
 - Outreach tactics can be tailored to this demographic, e.g. placement in media channels skewing to this audience; development of creative which features younger students.
- Racial diversity
 - Rancho Cordova skews high for its share of total population identifying as a racial minority (24% higher than US average).⁶
 - Outreach tactics can be tailored to this demographic; in particular, development of creative (see above) tailored to people of color.

⁵ Source: Emsi, three zip codes comprising City of Rancho Cordova, Q2 2021.

⁶ Source: Emsi, three zip codes comprising City of Rancho Cordova, Q2 2021.

- Additionally, our solicitation of employer partnerships should include a component of diversity initiatives at the corporations, i.e. identifying any programs in which their corporate ESG/CSR goals can be extended through a program like this.
- Industry sector
 - Udacity workforce programs typically focus on industries which project job growth and skew toward technology skills prevalent in our Nanodegree programs. In Rancho Cordova's case, we have chosen to focus on Professional, Scientific, and Technical Services (growth of +224 jobs by 2024)⁷.
 - Relevant to the Business Analytics Nanodegree program, a total of 107 open positions (22%) are classified within this industry.
 - Relevant to the Intro to Programming Nanodegree program, a total of 115 open positions (31%) are classified within this industry.
 - Our program is designed primarily to facilitate entry into, or ascent within this particular industry. The skills conveyed in our Nanodegree programs are, however, applicable to adjacent industries and therefore our program design is not exclusive from an industry sector point of view.
- COVID-19 status
 - Udacity has run programs to specifically respond to labor market challenges resulting from the COVID-19 pandemic. We are available to align program design or reporting, based on the requirements set forth by the city of Rancho Cordova.

Describe the intake process, including collection of basic information from potential clients, informing potential clients of available services in your organization or elsewhere, and determination of client suitability for program services.

Udacity works directly with partners to define evaluation criteria for applications. Accordingly, learners are selected for enrollment, and are invited to attend a kick-off session, which initiates the start of their learning journey. This is when learners are enrolled in their online Udacity Nanodegree classroom.

During this phase, Udacity provides visibility into the number of applications received, broken down by further metrics required to evaluate applications. This allows for regular

⁷ Source: Bureau of Labor Statistics.

monitoring of application flow, and provides information to guide and optimize all outreach efforts.

When a prospective student enters the application process, Udacity will ask for certain basic information (name and email address), plus any information required for funding eligibility (e.g. address/residency, employment status) or program eligibility (e.g. access to a computer & broadband connection). This is followed by a more detailed technical assessment relevant to the chosen Nanodegree program itself.

If an applicant, after beginning the application process, finds they are not eligible or no longer interested in the program, we are able to offer them access to a seat in an individual Nanodegree program ([example](#))⁸ and also make them aware of other scholarship programs which might be of interest to them ([example](#)).

Describe the program's model of service delivery – cohorts, open entry-open exit, one on one mentoring. Trainees outplaced with employers, etc.

We propose a cohort-based model in which Udacity delivers deeply specialized training (in subject matter relevant to technology careers) through our own online platform. Learners access the solution through the web and take courses online.

Udacity implements best practices in instructional design, uniquely focused on providing learning experiences that are efficient, effective, and economical. Our Nanodegree programs are expressly designed to enable career advancement and job skills acquisition. Udacity's collaborations with industry⁹ are also a key factor in the success of this model, as is the company's commitment to a hands-on, project-based approach.

There are three types of specialists who employ a particular focus on the efficacy of learning in our programs:

1. Our solution architects engage in an immersive course development experience that combines industry visionaries with our team of instructional design and

⁸ An individual Nanodegree offers the student access to the same curriculum they would get in a managed cohort, minus a number of the supports and interventions that correlate with strong program outcomes such as credential attainment, job placement, etc.

⁹ Udacity maintains content partnerships with many well-known names in tech, including: Google, Amazon, Facebook, IBM, Mercedes-Benz, Intel, AT&T, Uber, Lyft, NVIDIA and BMW.

pedagogical experts. When creating projects, they write instructional materials, generate sample solutions, and finalize grading rubrics -- while creating up to 20 hours of student learning content alongside a curriculum manager. This includes lessons, quizzes, exercises, videos and self-assessments. This phase is followed by video production, feedback collection from beta testers, and any necessary revisions to course content or projects. Once finalized, the course is launched in Udacity's online classroom.

2. Our Session Leads' job is to help students succeed.
 - a. Their job responsibilities include reinforcing concepts learned in the Nanodegree program, planning and meeting with students for group work, and leading activities and short lectures on a weekly basis. They also report on student attendance and progress, and provide weekly observations on each session to the Udacity team.
 - b. They typically bring 3+ years of working experience related to the chosen Nanodegree program, as well as experience teaching technical concepts, organizing technical talks/events/forums, and public speaking. We look for individuals with a student-oriented mindset who are proactive, positive, innovative, and know how to build trust in both group and 1:1 settings. Often times they are former graduates of the same Nanodegree program they are facilitating.
3. Our project managers oversee all program operations, of which one of the core responsibilities is to understand how specific individual learners are doing in their Nanodegree programs, and to take actions when necessary (e.g. unenrolling a disengaged learner, or sending a reminder email). They prepare external reporting based on the metrics monitored, including:
 1. Attendance - Specifically with respect to "Connect" sessions (this is manually populated by session leads)
 2. On Track Status - This provides a view of the % share of learners who are on track, vs. falling behind, vs. in danger of not completing.
 3. Project Submission - This shows the number of projects submitted per learner, which is an indication of their learning. This module supports session leads in reaching out to learners who are behind, and support them with the appropriate interventions.

4. Additional reporting is available as needed to provide data cuts relevant to the types of services/interventions being provided, as well as relevant to demographic subgroups of the cohort.

Describe the process for developing and managing individualized employment plans with job seekers.

Within the Nanodegree program, our Career Services offering helps learners meet the employers halfway. Through either pre-recorded webinars and live virtual workshops, we help students build the soft skills needed to approach their job search. Live workshops are delivered by Session Leads covering topics such as Elevator Pitch, Job Search Expectations, Professional Profiles.

We also offer individualized review of resumes and cover letters by an industry professional. We also offer personalized, written feedback on individuals' GitHub and LinkedIn profiles, to maximize exposure and career opportunities via these platforms.

Describe strategies that will be utilized to ensure individuals obtain the skills needed to obtain and retain employment.

Udacity works with industry leaders to create project-based online learning programs. Our hands-on approach features interactive learning content, paired with real-world projects with project reviews and feedback from industry subject matter experts. These unique collaborations ensure that students learn relevant skills that correspond to actual needs in the market.

Evaluations are made based on a project rubric that is defined by Udacity's content and education experts. The evaluators for these projects, referred to as Udacity's project reviewers, are a pool of hundreds of technology experts, carefully selected, compensated and managed by Udacity. Udacity project reviewers provide line-by-line feedback to learners on their submitted projects within 24 hours of submission. Learners can submit the project as many times as needed, until they pass the project. Passing all projects graduates learners from the Nanodegree program.

Through our Career Services and Community modules, we also seek to reinforce numerous softer skills (a.k.a. “life skills”) which help to make our learners more employable once they emerge from a Nanodegree program. Examples include how to craft an elevator pitch, how to collaborate in a team environment, etc.

Describe your follow-up strategies and how they will enhance training completion rates, job retention, and growth towards career pathways.

Completion Rate

Udacity Nanodegree programs are paired with numerous supports and interventions which drive completion rates as high as 70%+. This is primarily achieved through interactions with Session Leads, Tutors, and Moderators:

- Session Leads
 - Deliver weekly Connect Sessions (2-3 additional hours per week) typically consisting of 25-35 students, in which they facilitate direct, live dialogue on case studies & other activities that reinforce their online learning.
- Tutors
 - Technical support regarding Nanodegree content and technical challenges faced during the learning journey
 - Live walkthrough webinar to help students stay on track and graduate on time
 - Dedicated support sessions before project deadlines
 - Circulation of interesting extracurricular information, e.g. content-related news articles to enrich personal and professional aspects of the Nanodegree program
 - 1:1 support over Discourse whenever necessary
- Moderators
 - Support for non-technical questions (related to the initiative, rules and policies)
 - Organizing the community; making sure topics are properly assigned in the right categories, closing duplicated and inactive topics, dealing with flags
 - Ensuring all members are respecting community guidelines

Additionally, our programs include Slack channels which give learners a chance to interact directly with their peers and Session Lead, who provide technical support to learners. These are also useful in reinforcing the students' motivation to persevere through a challenging program.

Job Placement & Retention

Udacity government programs survey graduates on career outcomes and have observed figures as high as 74% indicating positive career change as a result of their experience in the Nanodegree program. In this example, 37% of graduates obtained new jobs as a result. We also survey for other outcomes including promotions, launches of new business ventures, etc.

In Nanodegree programs open to the general public (i.e. outside of managed cohorts), our Career Outcomes Survey (July 2020) found that 73% of graduates who signed up with the intention of advancing their career reported a favorable career outcome. Furthermore, 50% of graduates who signed up with the intention of advancing their career received an increase in pay, with a median pay increase of +33%.

Career Pathways

The practitioner-level skills conveyed in a Nanodegree program are primarily built and reinforced through the projects submitted and reviewed throughout the duration of the program.

Project-based learning reinforces career pathways in multiple ways:

- Actively applying concepts learned in the classroom, and combining them with critical thinking skills, help to broaden the scope of knowledge.
- This format encourages students to use metacognitive skills to develop plans to create, monitor, and execute their designs -- reflecting the decision-making, communication, and problem-solving skills that employers are looking for.
- Demonstrating real-world application of subject matter to prospective employers conveys confidence in true mastery of material beyond basic recall.

- The ability to receive feedback and apply it to multiple iterations of a project helps to deepen the learning process and reflects common real-world job scenarios.

Additional Support Services

For program participants who lack access to reliable hardware, broadband, transportation, childcare, or general case management, Udacity and GSEC maintain relationships to outsource the provision of these services.

Describe strategies utilized for employer engagement, employment referrals, and job placement services.

Udacity maintains partnerships with a wide range of reputable employers. Globally recognized companies partner with Udacity to re-skill and level-up their existing workforce, so their employees can advance their careers within the company.

The following are examples of enterprise partners to Udacity: AT&T, Shell Oil Company, Airbus, Cisco, Mazda Motor Corporation, Credit Suisse, Telenor, Royal Bank of Scotland.

In order to build our leading-edge tech curriculum, we also maintain content partnerships with many well-known names in tech, including: Google, Amazon, Facebook, IBM, Mercedes-Benz, Intel, AT&T, Uber, Lyft, NVIDIA and BMW.

In our Nanodegree programs, we engage employers in the following ways:

- Pre-program
 - In partnership with local stakeholders, we solicit needs from key employers to gauge/confirm talent objectives, skill needs related to open positions, and relevant community initiatives. This input, along with labor market data, helps to guide our selection of the appropriate Nanodegree programs to include in our overall program concept.
- During the program
 - Willing employers are invited to participate in the Nanodegree program via our Employer Engagement Platform, whereby we offer them an opportunity

to communicate directly with students via webinar. Participants generally use this opportunity to speak to why they are a good employer, what they look for in hiring for specific departments, how people thrive in their organization, and so on.

- Post-program
 - Udacity participates in hiring events organized by local stakeholders, and is available to coordinate with these employers to promote key roles or generally facilitate a more useful experience for program participants/graduates.

Job placement services - Both Udacity and GSEC will work collaboratively to ensure the candidates are placed in jobs that increase their standard of living. Both have deep partnerships with area employers. GSEC will leverage its relationships with its board, companies it has worked with in the past and their networks to find suitable opportunities for the graduates.

- Graduates of Udacity Nanodegree programs have been hired by companies such as Amazon, AT&T, Facebook, Google, IBM, Mercedes-Benz, NVIDIA and more.
- Graduates of the GSEC Digital Upskill Program have been placed locally with VSP, AT&T, Zennify, Accenture and others in the region. GSEC has the support of its 45 board members and network over 300 employers in the Greater Sacramento region.

Describe the specific roles these employers will play in your program.

Please see above.

5. Project Expected Timeline

Below is an illustrative example of timetables associated with key project milestones.¹⁰

Milestone	Date
-----------	------

¹⁰ This timetable acts on a number of assumptions, and the associated duration of certain milestones may differ from our initial estimate, depending on the agreed scope of various program elements (e.g. size of cohort, provision of specific services, scope of marketing/outreach phase, role of partner organizations). Udacity will provide a more precise timetable as specific details are confirmed.

Completed review of proposals	6/24/2021
Confirmation of approval	6/28/2021
Finalization of program scope	7/7/2021
Finalization of contract	7/14/2021
Begin sourcing Session Leads	7/15/2021
Application open	7/17/2021
Application close	8/14/2021
Finalization of student list	8/21/2021
Enrollment open	8/21/2021
Enrollment close	9/4/2021
Finalization of Session Leads	9/9/2021
Program launch	9/10/2021
Program graduation date	12/17/2021
Program extension	1/7/2022

6. Sources and Uses of Funds

At a total cohort size of 50 students, Udacity is able to offer program participation at a price of \$3,200 per student. The total amount of \$160,000 would be funded entirely by the City of Rancho Cordova.

Udacity's program model is intended to be scalable to meet varied labor market needs. If there are additional communities in the region who would benefit from this type of program, we would be willing to combine a larger student population into this learning cohort in order to offer more competitive pricing (on a per-student basis).

7. Conflict of Interest Statement

Udacity is not aware of any activities or relationships that might create a conflict of interest for either Udacity or the City.

8. Exceptions

We do not propose any exceptions to the requirements specified in this NOFA.

9. Supportive Information

Further detail on job posting analytics (which provided the basis for our analysis in Section 4 Project Description) [can be found here](#).

References

Lisa Patt-McDaniel, CEO
Workforce Development Board of Central Ohio
1650 Lake Shore Drive Suite 110
Columbus, Ohio 43204
(614) 559-6051
lpattmcdaniel@wdbco.org

Mark Rembert, Director of Rural Innovation
Center on Rural Innovation
2 Quechee Rd
Hartland, VT 05048
(802) 436-4100
mark.rembert@ruralinnovation.us

Dr. Hossam Osman
Vice President
Egypt's Information Technology Industry Development Agency (ITIDA)
+20 1000039006
hosman@ITIDA.gov.eg

Workforce Recovery Program

City of Rancho Cordova





1. Introductory Letter

June 17th, 2021
Ms. Amanda Norton
2729 Prospect Park Drive
Rancho Cordova, CA 95670

Dear Ms. Norton,

Regarding your request for proposal (RFP), Women in Data (WiD) is thrilled about the opportunity to provide career pathway programs to residents seeking employment in skilled occupations. Women in Data sees workforce transformation as a vital step in transitioning the current workforce into better paying and higher skilled careers. Our program goals align with those of Rancho Cordova's in the fact that we target individuals who were most affected and displaced from the workforce due to COVID-19. In addition, our overall objective for the program is not only to train, mentor, and coach individuals, but see them placed into a high paying job by the end of the program.

Having these goals as our primary focus, we intend to address this need by providing, upskilling and reskilling in data analytics, mentorship, resume support, portfolio building, and job placement. With all workforce development programs, it is important to identify the critical issues and challenges that, based on prior experience, we should expect to face. We've identified those challenge areas as: (1) finding participants with the greatest need and potential, (2) curating job-applicable trainings, and (2) attaining end-of-program employment.

To mitigate the first of these challenges, we have identified the greatest need in women who left the workforce to care for children under the age of 10, especially those with prior work experience as they will have the greatest likelihood of success in this program. Regarding training, we will first assess participants' ability so we can provide customized class recommendations that meet participants where they are at and have the greatest need. Once participants have completed the training, they will build a hands-on project for a Rancho Cordova business. This will give them applicable knowledge, the opportunity to build a portfolio, and experience to speak to in an interview. Finally, to mitigate the job placement challenges, each participant will be assigned a case manager, mentor, and business relationship manager who will help to source jobs for participants by the end of the program.

With all great plans, it is important to identify key milestones that give all parties the ability to measure their success along the way. We feel that these milestones are best represented by the following: participant recruiting and selection, Data Analytics Certificate training, Capstone Project and resume review, and finally job placement. The last and arguably the most important part of a program is its team and resources. These two elements ensure that each participant is given every possible opportunity to advance towards the program's goal, entry/re-entry into the workforce with a better paying career.



Overall, Women in Data has the experience and confidence to successfully develop, lead, and achieve the goals of this program. Women in Data started in the greater Sacramento area in 2015 with just one member. Since that time, it has grown into one of the most recognized and respected nonprofit organizations in its field of data science and analytics with a community of 20,000 people in over 47 cities and spanning 17 countries across the globe. In addition, Women in Data was recently recognized as the top organization for women in tech and artificial intelligence (Source: The Good AI.co). The reason for Women in Data's success is founded in its three pillars of awareness, education, and advancement. This has been the driving force that has helped WiD's members find a community that allows each member to find new careers, advance their education and skills, and connect each member to higher paying and more fulfilling opportunities.

We look forward to bringing our experience, expertise, and community to Rancho Cordova to support your Workforce Recovery Program and appreciate the care you have given to your community by identifying this important need. We are excited about the opportunity to work alongside you and help individuals in Rancho Cordova find success. We look forward to hearing from you soon.

Sincerely,

Sadie St Lawrence, CEO Women in Data



2. Table of Contents

Introductory Letter	2-3
Table of Contents	4
Qualifications and Experience	5-7
Project Description	7
A. Name of Project	7
B. Project Design	7-9
C. Past Performance and Planned Outcomes	9
D. Partnerships	9
Project Expected Timeline	10
Source and Use of Funds	10
Conflict of Interest Statement	11
Exceptions	11
Supportive Information	11-17



3. Qualifications & Experience

Women in Data Science and Analytics (DBA: Women in Data) was incorporated on December 31st, 2015. IRS tax status for the organization is up to date and compliant. The 2021 budget for the organization is \$425,000. Major funding sources include, membership dues, company sponsorship, and individual donors. Women in Data will be the project lead for this project and will be responsible for the development and management of the project. WiD will provide DataCamp licenses for the participants which will give them access to the DataCamp learning portal for 12 months. Through DataCamp's portal, participants will be asked to take a series of assessments to first assess their current skill level and second, to achieve certification. Women in Data will be responsible for setting up the sequencing course work, providing a coach to assist participants through the learning objectives and certification process, and validate that they completed the certification. Women in Data will also work with its recruiting partner Harnham to provide thought leadership and workshops for the hiring process for participants. However, WiD will be responsible for sourcing local businesses to set up jobs for the participants and project sponsors for the capstone project.

Women in Data is experienced in successfully leading workforce development programs and a reference to a few of those programs are listed below:

Project 1: Women in Data led 8 participants through an 8-week residency program for Hank. Hank is an energy company specializing in HVAC energy efficiency for commercial buildings. Company Location: 950 Reserve Dr. Suite 100, Roseville, CA 95678. In this program, WiD trained participants to complete their first data science project by optimizing the HVAC algorithm for Hank. Participants were provided training, resume review and interview coaching. From this program, 4 participants were hired into a new or better role after completing the program.

Project 2: COVID Impact Analysis for The City of Sacramento. Location: 915 I St, Sacramento, CA 95814. Seven participants were taken through the 8-week program and participants were provided training, resume review and interview coaching. From this program, 3 participants were hired into a new or better role after completing the program.

Project 3: Racial Disparity Analysis for The City of Sacramento. Location: 915 I St, Sacramento, CA 95814. Five participants were taken through the 8-week program and participants were provided training, resume review and interview coaching. From this program, 2 participants were hired into a new or better role after completing the program.

Project 4: Homelessness Analysis for The City of Sacramento. Location: 915 I St, Sacramento, CA 95814. Six participants were taken through the 8-week program and participants were provided training, resume review and interview coaching. From this program, 3 participants were hired into a new or better role after completing the program.



Project 5: Mentorship Program (in progress). In this program, WiD matched 83 members with mentors for career coaching, and career advancement support. The program is not completed so final impact of the program has not analyzed, however thus far, we know that 4 participants were hired in their first analytics job through the mentorship in the program.

The key staff who will run this program are listed below and brief resumes are included in *Section 9: Supportive Information*.

Project Lead – The project lead will be the primary liaison for the project and will be responsible for meeting all the KPI's for the project and successful completion. The Project Lead will oversee all aspects and ensure the project team is operating effectively to the achieve job placement for all the participants. Sadie St Lawrence will be the project lead. She has trained over 300,000 people in data science and analytics and has mentored and coached individuals to land their first job in analytics. She is an effective leader and has experience leading workforce transformation projects and multi-million-dollar deliverables. Contact information: Sadie.stlawrence@womenindata.org, Sacramento, California, (916) 247-5905.

Program Coordinator – The program coordinator will be responsible for the project execution and will lead the candidate selection process, onboarding, transfers and hand-off between programs, mentor matching, and ensure candidates successfully complete each phase of the program and are placed into jobs. Rodi Tountcheva will be the program coordinator. Rodi has 20 plus years' experience leading analytics teams and is currently the Director of Programs for Women in Data. Contact information: rodi.tountcheva@womenindata.org, Atlanta, Gorgia, (614) 214-0729.

Communications/Marketing Coordinator – The communications and marking coordinator will be responsible for marketing the program to find candidates, this includes but is not limited to building the application lading pages, creating content and copy for marketing of the program, running digital ads, finding candidates, and creating blog posts and marketing materials to communicate program impact. In addition, the communications/marketing coordinator will be responsible for communicating with participants on a weekly basis to check-in, creating impact reports, and success stories. Deni St Lawrence will be the Communication/Marketing Coordinator. Currently Deni is the Deputy Director of Operations for Women in Data and runs all the marketing and communications for Women in Data. Contact information: Deni St Lawrence, deni.stlawrence@womenindata.org, Kansas City, Missouri, (641) 203-9106

Business Relation Manager – The business relations manager will be responsible for connecting with local businesses to find a project sponsor for the capstone project and for finding businesses to place participants into jobs after completion of the capstone project. LeAnne White will be the Business Relation Manager for this project. Currently, LeAnne is the Director of Philanthropy for Women in Data and in this role is responsible for building relationships with organizations. Contact information: LeAnne White, LaAnne.White@womenindata.org, Davis California, (707) 301-6988.



Data Analytics Certification Coach – The Data Analytics Certification Coach will be responsible for assigning participants course work, answering questions for the classes, and coaching the participants through the certification process for successful completion. Kait Arnold will be the Data Analytics Certification Coach. Currently Kait works as analytics Engineer for VSP Global and is the Strategy and Growth Manager for Women in Data. Contact information: Kait Arnold, kait.arnold@womenindata.org, Bayshore, New York, (631) 707-6031.

Capstone Project Lead – The capstone project lead will be responsible for leading the participants through the hands-on project for the sponsoring company, reviewing their resume, and helping the participants build an Analytics portfolio. Danielle Duran will be the capstone project lead. She is currently the head of Data Science at Quotient and has previously taught in the WiD residency program. Contact information: Danielle Duran, Danielle.duran@womenindata.org, Albuquerque, New Mexico, (309) 335-2163.

4. Project Description

a. Project Name: The Path Forward

b. Project Design

1. Strategies for engaging, recruiting, enrolling and serving job seekers:

We will use a variety of methods to engage and recruit individuals. First by connecting with local employment organizations to find women who meet our set criteria. Second by connecting with local schools and parent groups on Facebook to share the program opportunity. Third, by sending out program communications through the greater Sacramento Women in Data Chapter network, and fourth, through targeted digital ads via Facebook, Instagram, and LinkedIn.

2. Population served:

Our program is designed to target women who have recently dropped out of the workforce due to COVID-19. We know that one in four women are considering leaving the workforce or downshifting their careers versus one in five men, and more particularly parents of kids under ten: the rate at which women in this group were considering leaving was ten percentage points higher than for men (*Source: Women in the Workplace, 2020, Leanin.org and McKinsey*). More specifically, our target audience will be Women ages 21 – 55, with children, and previous work experience.

3. Intake process:

A website landing page will be created to give applicants information regarding the program. From the landing page, applicants will be required to submit basic information such as name, contact info and place of residency to ensure they are a Rancho Cordova resident. In addition, they will be required to submit their current resume and employment status. For referrals, all participants will be directed to the landing page, or email and phone number information will be shared for WiD to contact them directly.

4. Model of service delivery:

Two cohorts of 10 individuals will be formed and ran sequentially. Each cohort will have a set application date, start date and end date. The first three months of the program will be to reskill and upskill individuals in data analytics to receive their data analytics certification through DataCamp. The next two months of the program will be focused on having individuals build out their portfolio of work, update their resume, and work on an analytics project for a Rancho Cordova employer with potential to hire at



the end of the program. We have seen great success in having participants work on a capstone project for an employer as an opportunity for hire at the end of the program. Women in Data will due it's due diligence in finding an employer who is looking to hire at the end of the program. If the participants are not hired by the end of the capstone project for the employer, Women in Data will provide six months of additional hiring support. This support will include, sourcing job opportunities, providing interview prep, resume review, personalized coaching sessions, and hiring resources such as webinars and workshops with our partner Harnham.

5. Employment readiness obtainment and retainment strategies:

Participants will be guided through a three-month data analysts' certification through DataCamp. Data Camp uses a proven methodology of interactive courses, daily practice, application to real-world problems, and continual testing and progress monitoring. In addition, each cohort will have a certification coach which will be their point of contact to guide them through the process at any time in the certification. After completing the certification, participants will have access to DataCamp's 352 on demand classes for an additional nine months for continual learning, interview prep and assessment. Upon completion of the certificate, participants will be led through a two-month hands-on capstone project in which they will gain real world knowledge, opportunity build a portfolio and resume review. After completing the capstone project, they will be offered an additional 6-months of hiring support for optimal employment obtainment.

6. Follow-up strategies for training completion rates, job retention, and growth towards career pathways.

The Data Analytics Coach will monitor students' progress on a weekly basis to ensure they are hitting their learning objectives. If issues arise, the coach will meet with the student one-on-one to discuss any challenges or issues and coach the student through the lessons and assignments.

In addition, the participants will each be assigned a mentor through the program. This mentor will be an individual who is currently working in a data career and will be a guide, voice of reason, sounding board, and most importantly, positive influence in the participants life to encourage and support them throughout the program.

Once participants have completed the Data Analyst certification, they will move into the capstone project and resume/portfolio building. This portion of the program is essential for their success as it will give them hands-on experience, opportunity to build their portfolio and showcase their work, and most importantly, an opportunity for hire at the end of the project. In addition, they will receive feedback on their resume so they will be well prepared for job applications if they are not hired by the capstone project company.

The Program Coordinator, and Communication Coordinator will be responsible for checking in on the participants on a weekly basis and will administer pre and post program surveys to manage expectations and get feedback.

Participants will also be given a membership to Women in Data in which they will be able to access WiD's resources during their career. These resources include, but are not limited to, industry networking, monthly thought leadership resources, job board, hiring resources, mentorship, and life coaching.

7. Strategies for employer engagement, employment referrals, and job placement services.

Employers will participate through the capstone project which will allow them to get exposure to the participants skills and culture fit. We would love for the project partner to hire all the participants at the end of the program; however, we know this may not be feasible. Therefore, to make sure all participants



get placed into jobs, we will have a dedicated individual who will work with Rancho Cordova businesses to find job opportunities and help place candidates. In addition, we will have support through our recruiting partner Harnham and advisory board members who have recruiting and job placement experience.

c. Past Performance and Planned Outcomes

1. Experience implementing workforce development employment and training services program over the past 2 years.

Women in Data has used two of its programs to implement workforce development strategies through its Residency Program and Mentorship program. These two programs will be the building blocks for *The Path Forward* program, while also adding in additional support to take participants from little to no knowledge in analytics to getting their first job. In the past two years WiD has ran 6 residency programs with 38 participants and 17 individuals hired after completing the program. The data analytics certificate will be used as the training resource to prepare participants for the capstone project, which will be like WiD's Residency Program but modified for this project's specific needs.

Women in Data has run one cohort of its mentorship program with over 80 participants and 4 people placed into jobs. Full results of the program are not finalized as there is one month left in the program. The mentorship program is designed as a support resource for participants through *The Path Forward* program.

In addition, through WiD's member network, 13 individuals have been placed into new or better jobs through being a part of the community.

In combination with the residency program for the capstone project, and data analytics certificate through DataCamp, and mentorship and hiring support, WiD is confident that providing these programs in sequence will deliver successful hires for the participants.

2. Describe your strategy for monitoring and measuring performance and outcomes.

We will implement pre and post assessments and surveys for participants to measure their skills, program expectations, and provide program feedback. However, the main KPI we will be measuring in the program is how many people we get placed into a full-time job making greater than \$50,000. When participants sign up for the program they will be asked to sign a waiver that will allow us to monitor their employment status.

d. Partnerships:

In order to provide the skills assessment and training resources for the analytics certification, WiD will partner with DataCamp. DataCamp teaches individuals the skills they need to work with data in the real world and to date has trained over 8 million learners across the globe. For resume review and job placement support WiD will work with its partner Harnham. Harnham is the global leader in data and analytics recruitment. In addition, Women in Data has a wide network of corporate sponsors and partners which we can pull from for skill advice and hiring support.

5. Project Expected Timeline

Please see the table below which denotes the key milestones and expected project timeline.





Project Expected Timeline			
Milestone	Start Date	End Date	Prerequisite Milestone/Contingency
Program Marketing & Application Selection	August 1 st , 2021	September 15 th 2021	None
Program Onboarding (Computer setup and license assignment)	September 15 th 2021	September 30 th , 2021	Applicants accepted into the program
Data Analyst Certificate	October 1 st , 2021	December 15 th , 2021	Program Onboarding (Computer setup and license assignment)
Capstone Project and Portfolio/Resume Building	January 2 nd , 2022	February 28 th , 2022	Data Analyst Certificate Completion
Mentorship - 6 months in parallel with certificate & capstone project	October 1 st , 2021	February 28 th , 2022	Program Onboarding (Computer setup and license assignment)
Hiring support and continual educational access	March 1 st , 2022	July 31 st , 2022	Data Analyst Certificate Completion and Capstone Project Completions

Figure 1 – Project Expected Timeline

6. Source and Use of Funds

1. Funding source for this program will be the amount requested in the RFP for a total of \$249,000. For a detailed breakdown of the use of funds, see *Figure #2 – Use of Funds below*.

Use of Funds					
Service/Role	Number of Weeks	Hours Per Week	Total Hours	Hourly Rate	Total Cost
Project Lead	52	10	500.00	\$100.00	\$50,000.00
Program Coordinator	52	13	666.67	\$75.00	\$50,000.00
Comms/Marketing Coordinator	52	13	666.67	\$75.00	\$50,000.00
Company Relationship Manager	26	11	289.86	\$69.00	\$20,000.00



Data Camp Certificate Coach	12	22	266.67	\$75.00	\$20,000.00
Capstone Project Instructor	8	9	70.00	\$100.00	\$7,000.00
Technology/Licenses*	N/A	N/A	N/A	N/A	\$12,000.00
Digital Ad for Recruiting*	N/A	N/A	N/A	N/A	\$10,000.00
Childcare/Computer*	N/A	N/A	N/A	N/A	\$30,000.00
Number of Participants					20
Cost Per Participant					\$12,450.00
Total Cost					\$249,000.00

Figure 2 – Use of Funds

*Denotes variable cost. For example, given that all participants may not need childcare or a computer, we have allocated a stipend for each participant of \$1,500 for additional services and support they may need.

7. Conflict of Interest Statement

At this time, Women in Data does not see any conflict of interest with its current sponsors/partners and the work outlined in this request.

8. Exceptions

Women in Data does not see any exceptions needed to the NOFA requirements at this time.

9. Supportive Information

a. References

Reference #1

Project Description: Please see project 2-4 listed in *Section 3: Qualifications & Experience*. Aubree was our main point of contact for the project. The total funding received was \$84,400.

Contact Information:

Aubree J. Taylor

Office of Innovation and Economic Development

City of Sacramento

915 I Street, New City Hall



Sacramento, CA 95814
916-808-7191
ajtaylor@cityofsacramento.org

Reference #2

Project Description: Please see project 1 listed in *Section 3: Qualifications & Experience*. Zach was our main point of contact for the project. The total funding received was \$15,000.

Contact Information:

Zach Denning
CEO, Hank
3140 Peacekeeper Way
McClellan Park, CA 95652
916-850-0076
zdenning@enerdapt.com

Reference #3

Project Description: Please see project 5 listed in *Section 3: Qualifications & Experience*. Sarah was a mentee in the mentorship program. Individual membership dues of \$120 were received for this program.

Contact Information:

Sarah Dao-Bai
Mentorship Participant
12340 83rd Ave Apt#3H, Kew Gardens NY 11415
[203-252-1186](tel:203-252-1186)
Sarah.m.daobai@gmail.com

b. Resume Highlights**Sadie St. Lawrence**
Women in Data - Project Lead**EDUCATION**

Villanova University —Master of Science in Analytics
2016

California State University, Sacramento — Bachelor of Arts in Psychology
2013

RELEVANT EXPERIENCE

Women in Data— Founder & CEO
2015– Current

Founded and led an international organization with over 47 chapters and a global community of 20,000 people. In 2021 the organization became ranked as the #1 community for women in tech and AI in 2021.



University of California Davis Continuing & Professional Education — Lead Instructor, SQL for Data Science

2017–2020

Responsible for designing the class from the ground up, creating lectures, coding assignments, and quizzes to test student’s knowledge of the SQL language.

RELEVANT PROJECTS

Residency Program — Women in Data

Created a Residency Program that provides data science consulting services to businesses.

RODI TOUNTCHEVA**Women in Data - Program Coordinator****EDUCATION**

Ohio State University—Master of Science (M.S.), Computer Science & Engineering

2006

Ohio State University —Bachelor of Science (B.S.), Computer Science & Engineering

2004

RELEVANT EXPERIENCE

Women in Data—Director of Programs

2021- Current

Responsible for the operational success of the key Women in Data (WiD) such as the residency program, the mentorship program, leadership training, and career development content modules.

WESTROCK— Senior Manager | Audit Analytics

2019 - 2020

Helmed analytics and automation program, accelerating digital transformations across the decentralized enterprise. Closely supported business functions as well as Internal Audit as thought leader, mitigating risk via control advisory consultation as well as building out methods and tools for utilizing data insights.

RELEVANT PROJECTS

Program Director — Women in Data

Driving program development, delivery, quality control, and improvement while coordinating cross-functionally. Maximizing synergies among program areas while optimizing for maximum member impact, retention, and growth.

Deni St. Lawrence**Women in Data - Communications & Marketing Coordinator**

**EDUCATION**

Udacity —Business Analytics Nanodegree

2020

Faith Baptist Bible College —Associate of Arts Business Administration

2019

RELEVANT EXPERIENCE

Women in Data— Director of Operations

2020- Current

Working closely with senior management to meet organizational objectives.

Women in Data— Business Analyst

2019 - 2020

Analyzed social media metrics to increase growth and deliver insights. Self-managed projects to deliver results for members.

RELEVANT PROJECTS

Marketing Campaigns — Women in Data

Point of contact for all for all chapter and marketing questions. Running all email campaigns, social media channels, editing the podcast, and YouTube videos.

LeAnne White**Women in Data – Business Relationship Manager****RELEVANT EXPERIENCE**

Director of Philanthropy - Women in Data

2021 – Present

Developing strategies to meet fundraising goals and create sustainable revenue.

Building long-term relationships with current and new donors.

Create and effectively manage the organization’s annual communications plan to build a consistent brand to develop and strengthen relationships with key stakeholders.

RELEVANT PROJECTS

Corporate Membership — Women in Data

Built long-term relationships with business to create a talent pipeline and support their hiring and diversity needs.

KAITLYN ARNOLD



Women in Data - Data Analytics Certification Coach

EDUCATION

NOTRE DAME UNIVERSITY —Master of Science, Data Science
2021

FAIRFIELD UNIVERSITY —Bachelor of Science – Information Systems and Finance
2017

EXPERIENCE

VSP GLOBAL—ANALYTICS ENGINEER

Women in Data—STRATEGY & GROWTH MANAGER

2018- Current

Developed and executed Women in Data's creative strategy across our global community

2019 - 2020

Take abstract business issues and derive analytical solutions based on the business group's KPIs and strategic needs. Work closely with the business teams and data engineering professionals to actively participate in each step of the analytics lifecycle from intake to implementation within an agile environment

RELEVANT PROJECTS

RESEARCH ANALYST— VSP Global

Manage individual and group training sessions to enable the analyst community of VSP to perform innovative analytics. Identified and analyzed prospective customers for potential software compliance services

Danielle

Durán

Women in Data - Capstone Project Instructor

EDUCATION

University Of New Mexico —Master of Science: Statistics
2017

Illinois State University —Master of Science: Sociology
2011

EXPERIENCE

Quotient—Co-founder and Head of Data Science

2020 - Current



Led Data Science methodology, analytic strategy, and algorithm development on our bleeding-edge software platform.

Better Statistical Consulting—Statistician and Owner

2012 - Current

Performed statistical analysis on two grants for the University of New Mexico, resulting in two peer-reviewed articles. Work with clients to identify custom solutions to research problems.

RELEVANT PROJECTS

Residency Program Lead/Mentor— Women in Data

Currently mentor 2 data scientists and 1 data engineer. Taught the Spring 2021 Residency Cohort; this is an 8-week professional development course for aspiring data scientists.



c. Tax Exempt Status

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: OCT 03 2016

WOMEN IN DATA SCIENCE AND ANALYTICS
INC
3400 H ST APT 9
SACRAMENTO, CA 95816-4569

Employer Identification Number:
81-3395555
DLN:
26053673001686
Contact Person:
CUSTOMER SERVICE ID# 31954
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990/990-EZ/990-N Required:
Yes
Effective Date of Exemption:
December 30, 2015
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Letter 5436



MEMORANDUM



ITEM 12.2.

DATE: August 2, 2021
TO: Honorable Mayor and Council Members
FROM: Kim Juran, Administrative Services Director
SUBJECT: **AMERICAN RESCUE PLAN ACT DISCUSSION**

RECOMMENDATION

Receive presentation on City of Rancho Cordova allocation of American Rescue Plan Act (ARPA) and begin discussion of council interests and priorities.

RESULT OF RECOMMENDED ACTION

This presentation will provide an overview of the timeline, eligible uses, and reporting requirements for the City's allocation of American Rescue Plan Act funds. After the presentation, the City Council will be asked for input on priority areas for further evaluation. This discussion is intended to be the first of several discussions to identify the use of the City's allocation of ARPA funds.

BACKGROUND

On May 10, 2021, the U.S. Department of the Treasury announced the launch of the Coronavirus State and Local Fiscal Recovery Funds, established by the American Rescue Plan Act of 2021 (ARPA), to provide \$350 billion in emergency funding for state, local, territorial, and Tribal governments. Treasury also released guidance on the ways funds can be used to respond to acute pandemic-response needs, fill revenue shortfalls among state and local governments, and support the communities and populations hardest-hit by the COVID-19 crisis.

The City of Rancho Cordova's total allocation is \$15,588,333; the first installment of 50% of this amount was received by the City in May 2021 and the second installment of the remaining 50% is anticipated to be received in May 2022. These funds can be used for costs incurred beginning March 3, 2021. Plans for the use of the ARPA funds must be finalized by the end of 2024 and all funds must be expended by the end of 2026.

The guidance provided by the U.S. Department of Treasury identifies the following funding objectives for the use of ARPA funds:

- Support urgent COVID-19 response efforts to continue to decrease the spread of the virus and bring the pandemic under control. This objective can be met by funding public health response and mitigation efforts.
- Replace lost public sector revenue to strengthen support for vital public services and help retain jobs. The calculation for public sector revenue loss is done on an entity-wide basis rather than a source-by-source basis, which limits the City's ability to recover lost funds due to the pandemic because entity-wide losses were not experienced due to continuing new growth in the City and the recently passed tax measure.
- Address the negative economic impacts and support immediate economic stabilization for households and businesses impacted by the COVID-19 pandemic. This objective can be met by providing financial assistance to workers, families, and businesses impacted by COVID-19.
- Address systemic public health and economic challenges that have contributed to the unequal impact of the pandemic. Under this category, local governments can support additional projects and services if they are provided within a Qualified Census Tract (a low-income area as designated by the Department of Housing and Urban Development).
- Investing in Water and Sewer Infrastructure, which includes Stormwater operations. Funds can be used to infrastructure improvements in these identified areas.
- Investing in improving broadband infrastructure with a focus on households and businesses with poor broadband connectivity and delivering reliable download/upload speeds of 100 Mbps minimum.

The City will be required to regularly report on the use of its ARPA funds and all expenditures will be subject to the Single Audit Act, which has more stringent requirements than typical audits. The City will need to provide documentation to confirm all expenditures meet the requirements.

FISCAL IMPACT AND FUNDING SOURCE

This report is for informational purposes only and to receive initial ideas for further evaluation from the City Council.

ATTACHMENT(S)

1. ARPA Presentation 8.2.21

American Rescue Plan Act Discussion



August 2, 2021

Purpose of Tonight's Presentation

- Overview of City's ARPA Funding
- Timeline for Use of Funds
- Review Eligible Uses
- Reporting Requirements
- Identify Council Priorities
- Solicit Council Guidance on Process for Determining Use of Funds

Rancho Cordova Allocation

Total Allocation \$15,588,333

- First allocation of \$7,794,166 received May 2021
- Second allocation of remaining amount anticipated in May 2022

Timeline for Use of Funds

- Funds can be used for costs incurred beginning March 3, 2021
- Plans must be finalized by end of 2024 and spent by end of 2026

Eligible Use of Funds – Categories

- Support Public Health Response
- Replace Public Sector Revenue Loss
- Address Negative Economic Impacts
- Water and Sewer Infrastructure
- Broadband Infrastructure
- Premium Pay for Essential Workers

Eligible Use of Funds – Support Public Health

Responding to Public Health Emergency and Negative Economic Impacts

- Services to mitigate the spread of COVID-19
 - Vaccination efforts
 - Medical expenses
 - Testing and contact tracing
 - Capacity enhancements
- Behavioral healthcare services
 - Mental health and substance misuse treatment
 - Crisis intervention
- Payroll and Benefits for Public Employee COVID-19 response
 - Public health and human services
 - Public safety

Eligible Use of Funds – Public Sector Revenue Loss

Revenue Loss

- Calculated on entity-wide basis and not source-by-source basis
 - This approach limits the City's ability to recover lost funds due to the pandemic because entity-wide losses were not experienced due to continuing city-wide growth and new tax measures

Reduction Calculation

$(\text{Base Year Revenue} * (1 + \text{Growth Adjustment})^{n/12}) - \text{Actual General Revenue}$

Eligible Use of Funds – Address Negative Economic Impacts

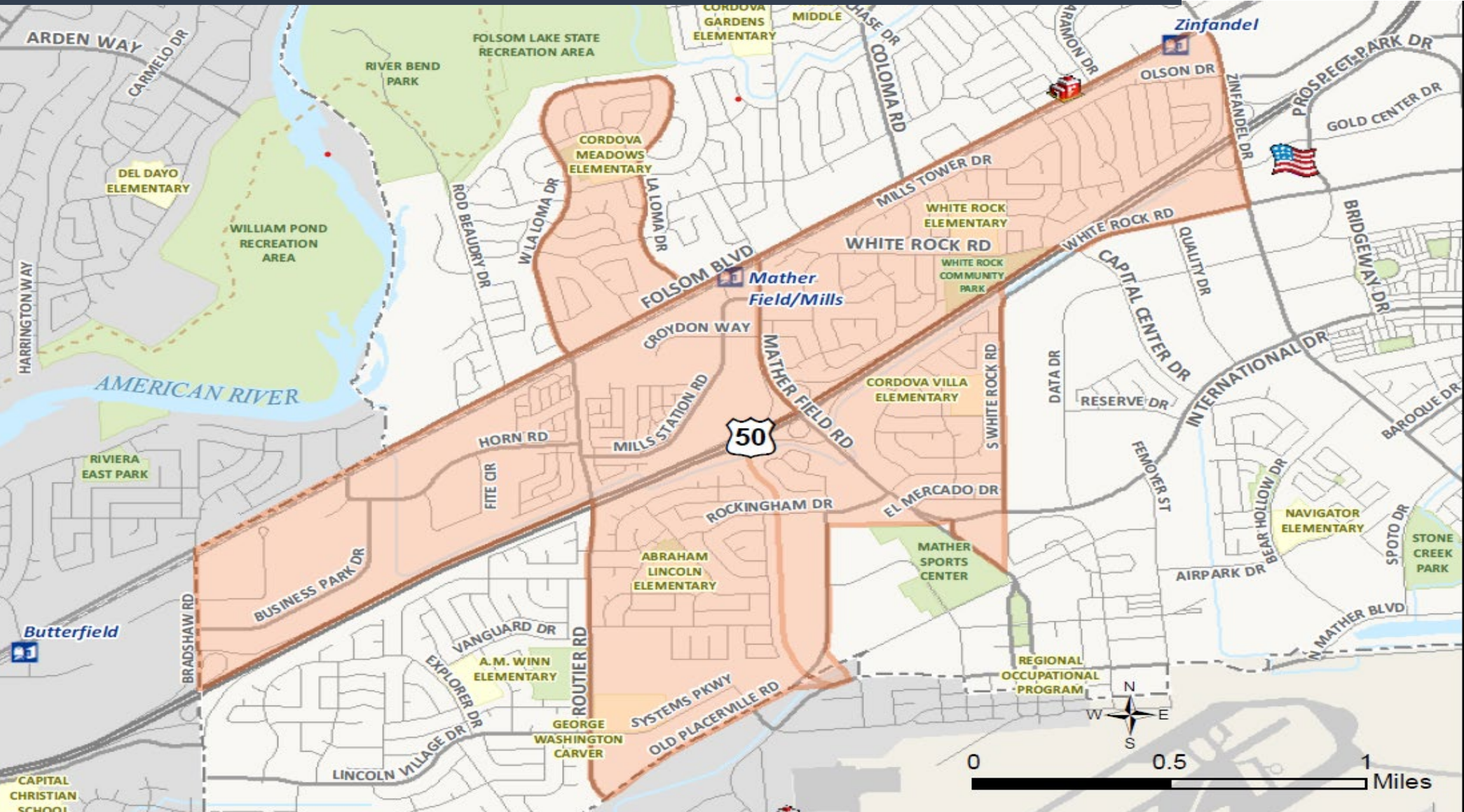
- Assistance to workers and families impacted by COVID-19 pandemic
 - Unemployed workers and household assistance
 - Survivor's benefits for families of COVID-19 victims
- Small Business Support
 - Loans and Grants
 - Counseling programs
- Speed the recovery of impacted industries
 - Tourism, travel, and hospitality sectors
- Rebuild public sector capacity (if layoffs or budget cuts were implemented)

Eligible Use of Funds – Equity Focused Services

Broader range of services and programs are available in areas designated a Qualified Census Tract (QCT)

- Addressing health disparities and the social determinants of health
 - Community health workers & public benefits navigators
 - Community violence intervention
- Building stronger neighborhoods and communities
 - Supportive housing and services for homeless individuals and development of affordable housing
- Addressing educational disparities exacerbated by COVID-19
 - Early learning services and tutoring or after school programs
 - Support services for students' social, emotional, and mental health needs
- Promoting health in childhood environments including childcare
- Projects that build stronger neighborhoods and communities
 - Outdoor recreation spaces and public spaces that promote healthier living environments

Qualified Census Tract



Eligible Use of Funds – Water & Sewer Infrastructure

- Definition of Sewer infrastructure includes Stormwater functions
- Improvements to infrastructure
 - Building or upgrading facilities and transmission, distribution, and storage systems
 - Cybersecurity improvements to critical water/sewer infrastructure
 - Watershed pilot projects

Eligible Use of Funds – Broadband Infrastructure

- Focus on households and business with access to broadband or poor connectivity
- Fund projects that deliver reliable service with minimum 100 Mbps download/upload speeds
- Provide assistance to households facing negative economic impacts from COVID-19
 - Digital literacy training and other programs that promote internet access
- Last-mile connection projects encouraged but “middle mile projects” are also allowable if it is connected to a last-mile project

Reporting Requirements

- Interim Report #1 due August 31, 2021
- Initial Quarterly Report will cover date of award through 9/30/21: Due 10/31/21
- Quarterly reports will be required quarterly thereafter
- Single Audit requirements for federal funds will apply
 - Onerous
 - More stringent requirements than typical audit that would be required of any potential recipients of funds
 - City is required to provide documentation to confirm expenditures meet requirements

Next Steps

- Initial brainstorming/ideas and identification of council priority areas
- Staff to further evaluate council priorities to ensure consistency with Treasury guidance
- Discuss at a future meeting to review potential programs and projects and develop expenditure priorities

MEMORANDUM



ITEM 12.3.

DATE: August 2, 2021
TO: Honorable Mayor and Council Members
FROM: Darcy Goulart, Planning Manager
SUBJECT: **DISCUSSION AND DIRECTION ON COMMERCIAL REAL ESTATE SIGNS**

RECOMMENDATION

Receive a report on existing requirements related to Commercial Real Estate Signs while comparing in contrast to adjacent jurisdiction within the region. Council insight and/or direction to City staff on suggested code amendments related to Commercial Real Estate Signs.

RESULT OF RECOMMENDED ACTION

No formal action is requested of Council at this time. Council insight and/or direction to City staff on current practices related to any potential code amendments related to Commercial Real Estate Signs.

BACKGROUND

During the City Council meeting on July 6, 2020 Council requested that staff bring back this discussion item with proposed code amendments related to Commercial Real Estate signs.

DISCUSSION

Section 23.743.085 of the Rancho Cordova Municipal Code regulates real estate signs for nonresidential(commercial) and residential properties within the City. The focus of this discussion will be centered around the commercial real estate signs, as those signs are more prevalent throughout the City and appear to remain on site for long periods of time. In some cases, it appears as though the signs are never removed once a space is leased or sold. The City's current regulations permit one on-site for sale or lease sign per property frontage, that is limited to 10 feet in height and 32 square feet. The sign must be set back at least three feet from the right-of-way and cannot obstruct the corner visibility requirements for driveways and intersections.

The issues being brought to staff's attention are related to the duration that these signs are

placed on a property and that signs placed on a corner property usually have a sign facing each street frontage, and whether the signs are permitted under the City's regulations. The City's Municipal Code currently does not regulate the duration that these signs can be placed upon a property. In researching other cities' regulations, staff is suggesting the following amendments to section 23.743.085(A) of the Real estate sign standards:

-For sale or for lease signs must indicate the particular unit or square footage being offered for sale or lease. The for sale or for lease sign can only be displayed for the period starting the week before it is offered for sale or lease and ending on week after being sold or leased.

-Increase the number of feet the sign must be set-back from the public right-of-way from three feet to five feet.

Increasing the set-back requirement from the public right-of-way is being suggested to increase driver and pedestrian visibility and, specifically, an added health, life, and safety measure to the code.

SUMMARY

Staff is seeking direction and/or feedback from the City Council on the following:
Direction on proposed sign amendments to address the location and duration of time that commercial real estate signs can be placed on a property.

FISCAL IMPACT AND FUNDING SOURCE

No fiscal impact.

ATTACHMENT(S)

1. Proposed Real Estate Sign Ordinance Amendments
2. Current Ordinance Language

23.743.0~~8510~~ Real estate sign standards.

This section describes the standards for on- and off-site limited term signs associated with real estate sales activities.

A. Allowed on-site real estate signs are exempt from permit, subject to the following limitations:

1. Not more than one on-site for sale sign and one for lease sign indicating the particular unit or square footage offered for sale or lease is permitted per property frontage, and shall only be displayed for the period starting one week before it is offered for sale or lease and ending one week after it is sold or leased.

2. The size of all on-site nonresidential real estate signs is limited to a maximum of 10 feet in height and an area of 32 square feet and shall be set back a minimum of five three feet from the right-of-way (window signs are exempt from setback requirement) and shall not obstruct the corner visibility requirements of Improvement Standard 4-18, Visibility Restrictions at Driveways and Intersections.

3. The size of all residential real estate signs is limited to 10 square feet and must be set back a minimum of three feet and shall not obstruct the corner visibility requirements of Improvement Standard 4-18, Visibility Restrictions at Driveways and Intersections.

Compare to standards in Table 23.743-2. – 5 foot setback, 32 sf/sign.

3707775.2

ITEM 12.3.

ATTACHMENT 2

This section describes the standards for on- and off-site limited term signs associated with real estate sales activities.

A. Allowed on-site real estate signs are exempt from permit, subject to the following limitations:

1. Not more than one on-site for sale sign and one for lease sign is permitted per property frontage.
2. The size of all on-site nonresidential real estate signs is limited to a maximum of 10 feet in height and an area of 32 square feet and shall be set back a minimum of three feet from the right-of-way (window signs are exempt from setback requirement) and shall not obstruct the corner visibility requirements of Improvement Standard 4-18, Visibility Restrictions at Driveways and Intersections.
3. The size of all residential real estate signs is limited to 10 square feet and must be set back a minimum of three feet and shall not obstruct the corner visibility requirements of Improvement Standard 4-18, Visibility Restrictions at Driveways and Intersections.