



**TO:** Mayor and Councilmembers

**FROM:** Michelle Greene, City Manager

**CONTACT:** Carmen Nichols, Deputy City Manager

SUBJECT: Agreement for Professional Services with SCI Consulting Group for

Cannabis Land Use Ordinance, Related Tax Ballot Measure, and

**Business License Ordinance** 

#### **RECOMMENDATION:**

A. Authorize the City Manager to execute an Agreement for professional services with SCI Consulting Group for the completion of the Cannabis Land Use Ordinance review; analysis and preparation of taxation methodology, tax ballot measure and ordinance; and a related business license ordinance/regulatory fee for a total not-to-exceed amount of \$73,000 and a termination date of June 30, 2019.

B. Authorize a budget appropriation of \$73,000 from General Fund Unassigned Fund Balance to account 101-5-1200-500.

#### **BACKGROUND:**

Following a community workshop held on September 7, 2017 seeking input on how the City should regulate commercial cannabis, the City Council instructed staff to develop a cannabis ordinance that allows and regulates recreational and commercial cannabis. The Planning Department developed a zoning regulatory framework, and staff presented the regulatory framework and received feedback from the Planning Commission and the public during two workshops in October 2017. Having compiled the input received from the Planning Commission, public, and other governmental stakeholders, the Planning staff is finalizing a final Draft Land Use Ordinance which will be presented at a workshop scheduled for April 26, 2018 noticed as a joint meeting of the City Council and the Planning Commission.

RRM Design Group (RRM), under contract for the development of the City's New Zoning Ordinance, has been assisting City staff with the Cannabis Land Use Ordinance, which, if adopted by City Council, will become a Chapter in the City's New Zoning Ordinance once it is adopted. Due to the specialty work and the expertise desired by the City, RRM sub contracted with SCI Consulting Group (SCI) to review and suggest edits

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to the Draft Cannabis Land Use Ordinance and provide expert support at public meetings.

As we are nearing the completion of the Draft Cannabis Land Use Ordinance, it is necessary to begin the work on a proposed Cannabis-related taxation measure, provide the financial methodology to support the measure, and move forward with a business license ordinance.

#### DISCUSSION:

The tax ballot measure and ordinance, and the business license ordinance/regulatory fee is assigned to the Deputy City Manager, Finance Director, and Deputy City Attorney. Initially, staff received a proposal from HdL Companies (HdL) for the sales tax analysis and potential ballot measure and related ordinance, and had early discussions as to the process. City staff also requested other proposals and received one from SCI. Due to potential conflicts of two separate consultants possibly providing the combined cannabis work, HdL withdrew its proposal.

SCI's cannabis-related expertise and experience working with other local jurisdictions (City of Lompoc and San Luis Obispo County) and other cities, and due to SCI's familiarity with the Draft Ordinance, will allow the remaining work to be completed efficiently and within the timeframe required to file with the County of Santa Barbara Election office, should the City Council wish to pursue a sales tax on commercial Cannabis.

Due to the SCI's current relationship with RRM as a subcontractor, SCI will terminate its current services with RRM on the Cannabis Ordinance and instead complete the work under this proposed service agreement directly with the City.

In addition to completing the review of the Draft Cannabis Land Use Ordinance, the scope includes assisting City staff by 1) Developing a Tax Methodology to ensure optimal revenue for the City and one that is viable for the cannabis business. The tax will be designed to support the passage of a cannabis related tax. A matrix will include studies on several tax methodologies for each potential allowable cannabis business type; this will lead into an ordinance and ballot measure 2) Developing a Business License Fee/Regulatory fee and ordinance for full cost recovery of commercial cannabis-related services based on a comprehensive user fee study report. A fee structure will include all commercial cannabis-related categories.

Should this contract be approved by the City Council, it is expected that at the April 26, 2018 joint meeting, SCI will include a discussion of the taxation and fee structure methodology, with the goal of providing proposed ordinances for first reading along with the first reading of the Cannabis Land Use Ordinance on June 5, 2018. Between April 26<sup>th</sup> and the first hearing, SCI will meet with staff and work to bring an item to City Council to present the analysis and recommendations to support a ballot measure, and the draft business license ordinance.

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The contract includes provisions for required public meetings, stake holder and staff meetings. Future, optional work of monitoring and compliance is listed in the proposal. Examples of other cities' cannabis programs indicate that a monitoring and compliance program is essential to ensure that businesses are operating and complying with the City's regulations and reporting proper sales tax. How robust of a program the City of Goleta may require, and who (in house, or contract) conducts the duties, has not yet been determined. Staff will examine the feasibility of this being conducted by SCI. The costs associated with a monitoring and compliance program are fully cost-recoverable.

This proposal also includes an optional proposal for assistance with community outreach in support of a proposed tax. SCI can assist the City with public outreach strategies and voter informational services. Staff have not yet determined the extent of assistance required, but can seamlessly work under the not-to-exceed amount.

## **FISCAL IMPACTS:**

The proposal with SCI Consulting Group is for a total not-to-exceed amount of \$73,000 with a termination date of June 30, 2019. Awarding this contract will require an appropriation of \$73,000 from the General Fund Unassigned Fund Balance to the City Manager's Professional Services Account (101-5-1200-500). . City staff will be working with the consultant for cost recovery of expenses associated with developing the land use ordinance, cannabis ordinance, all work related in this scope, and other City expenses related to cannabis can be recaptured in the regulatory fees.

There is approximately \$1,498,998 available in General Fund Unassigned Fund Balance.

#### **ALTERNATIVES:**

The City Council may elect not to authorize the proposed agreement. Doing so will delay the analysis, and preparation of potential revenue through a cannabis sales tax measure for the November 2018 election; and the preparation and establishment of a Business License/Regulatory fee.

Reviewed By: Legal Review By: Approved By:

Michelle Greene Carmen Nichols Michael Jenkins Deputy City Manager

City Manager City Attorney

## ATTACHMENTS:

1. Agreement for Professional Services with SCI Consulting Group

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# **ATTACHMENT 1:**

Agreement for Professional Services with SCI Consulting Group

# AGREEMENT FOR PROFESSIONAL SERVICES BETWEEN THE CITY OF GOLETA AND SCI CONSULTING GROUP

This AGREEMENT FOR PROFESSIONAL SERVICES (herein referred to as "AGREEMENT") is made and entered into this 17<sup>th</sup> day of April, 2018, by and between the CITY OF GOLETA, a municipal corporation (herein referred to as "CITY"), and SCI CONSULTING GROUP, a California company (herein referred to as "CONSULTANT").

**WHEREAS,** the CITY has a need for professional consulting services for the City's development cannabis regulations and implementation program; and

WHEREAS, the CITY does not have the personnel able and/or available to perform the services required under this AGREEMENT, and therefore, the CITY desires to contract for professional services to accomplish this work; and

WHEREAS, CONSULTANT was recommended for award based on superior experience, familiarity with the needs of the CITY, and capacity to provide the services agreed to herein and was selected for award of this AGREEMENT by the Deputy City Manager, Public Works Director, and Finance Director; and

WHEREAS, WHEREAS, the City Council, on this 17<sup>th</sup> day of April, 2018, approved this AGREEMENT and authorized the City Manager to execute the AGREEMENT.

CITY and CONSULTANT agree as follows:

#### 1. RETENTION AS CONSULTANT

CITY hereby retains CONSULTANT, and CONSULTANT hereby accepts such engagement, to perform the services described in Section 2. CONSULTANT warrants it has the qualifications, experience, and facilities to properly and timely perform said services.

#### 2. DESCRIPTION OF SERVICES

The services to be performed by CONSULTANT are as follows:

Professional consulting services in conjunction with the development and revision of cannabis ordinances and implementation program. Services shall generally include assistance with the preparation of cannabis ordinances, licensing/permit options, implementation program, and taxation options, as more particularly set forth in the Scope of Work,

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attached as Exhibit "A," and incorporated herein. CONSULTANT shall deliver to CITY the deliverables defined in Exhibit "A."

#### 3. COMPENSATION AND PAYMENT

(a) Maximum and Rate. The total compensation payable to CONSULTANT by CITY for the services under this AGREEMENT SHALL NOT EXCEED the sum of \$73,000 herein "not to exceed amount"), and shall be earned as the work progresses on the following basis:

Hourly at the hourly rates and with reimbursement to CONSULTANT for those expenses set forth in CONSULTANT's Schedule of Fees marked Exhibit "B," attached and incorporated herein. The rates and expenses set forth in that exhibit shall be binding upon CONSULTANT until December 31, 2019, after which any change in said rates and expenses must be approved in writing by CITY's Project Manager as described in Section 5 (CITY is to be given 60 days notice of any rate increase request), provided the not to exceed amount is the total compensation due CONSULTANT for all work described under this AGREEMENT.

**(b)** Payment. CONSULTANT shall provide CITY with written verification of the actual compensation earned, which written verification shall be in a form satisfactory to CITY's Project Manager, as described in Section 5. Invoices shall be made no more frequently than on a monthly basis, and describe the work performed (including a list of hours worked by personnel classification). All payments shall be made within 30 days after CITY's approval of the invoice.

#### 4. EXTRA SERVICES

CITY shall pay CONSULTANT for those CITY authorized extra services, not reasonably included within the services described in Section 2, as mutually agreed to writing in advance of the incurrence of extra services by CONSULTANT. Unless CITY and CONSULTANT have agreed in writing before the performance of extra services, no liability and no right to claim compensation for such extra services or expenses shall exist. The applicable hourly rates for extra services shall be at the hourly rates set forth in the compensation exhibit. Any compensation for extra services shall be part of the total compensation and shall not increase the not to exceed amount identified in Section 3.

#### 5. CITY PROJECT MANAGER AND SERVICES BY CITY

The services to be performed by CONSULTANT shall be accomplished under the general direction of, and coordinate with, CITY's "Project Manager", as that staff person is designated by CITY from time to time, and who presently is Carmen Nichols, Deputy City Manager. Project Manager shall have the authority to act on behalf of the CITY in administering this AGREEMENT but shall not be authorized to extend the term of the AGREEMENT or increase the not to exceed amount.

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## 6. TERM, PROGRESS AND COMPLETION

The term of this AGREEMENT is from the date first written above to December 31, 2019, unless term of this AGREEMENT is extended or the AGREEMENT is terminated as provided for herein.

CONSULTANT shall not commence work on the services to be performed until (i) CONSULTANT furnishes proof of insurance as required by Section 10 below, and (ii) CITY gives written authorization to proceed with the work provided by CITY's Project Manager. All services shall be completed and implemented by December 31, 2019.

## 7. OWNERSHIP OF DOCUMENTS

All drawings, designs, data, photographs, reports and other documentation (other than CONSULTANT's drafts, notes and internal memorandum), including duplication of same prepared by CONSULTANT in the performance of these services, are the property of CITY. CITY shall be entitled to immediate possession of the same upon completion of the work under this AGREEMENT, or at any earlier or later time when requested by CITY. CITY agrees to hold CONSULTANT harmless from all damages, claims, expenses, and losses arising out of any reuse of the plans and specifications for purposes other than those described in this AGREEMENT, unless written authorization of CONSULTANT is first obtained.

## 8. PERSONAL SERVICES/NO ASSIGNMENT/SUBCONTRACTOR

This AGREEMENT is for professional services which are personal to CITY. Neil Hall is deemed to be specially experienced and is a key member of CONSULTANT's firm, and shall be directly involved in the performance of this work. This key person shall communicate with, and periodically report to, CITY on the progress of the work. Should any such individual be removed from assisting in this contracted work for any reason, CITY may terminate this AGREEMENT. This AGREEMENT may not be assigned or subcontracted without the City Manager's prior written consent.

#### 9. HOLD HARMLESS AND INDEMNITY

- (a) Hold Harmless for CONSULTANT's Damages. CONSULTANT holds CITY, its elected officials, officers, agents, and employees, harmless from all of CONSULTANT's claims, demands, lawsuits, judgments, damages, losses, injuries or liability to CONSULTANT, to CONSULTANT's employees, to CONSULTANT's contractors or subcontractors, or to the owners of CONSULTANT's firm, which damages, losses, injuries or liability occur during the work required under this AGREEMENT, or occur while CONSULTANT is on CITY property, or which are connected, directly or indirectly, with CONSULTANT's performance of any activity or work required under this AGREEMENT.
- (b) Defense and Indemnity of Third Party Claims/Liability. CONSULTANT shall investigate, defend, and indemnify CITY, its elected officials, officers, agents, and

employees, from any claims, lawsuits, demands, judgments, and all liability including, but not limited to, monetary or property damage, lost profit, personal injury, wrongful death, general liability, automobile, infringement of copyright/patent/trademark, or professional errors and omissions arising out of, directly or indirectly, an error, negligence, or omission of CONSULTANT or any of CONSULTANT's officers, agents, employees, representatives, subconsultants, or subcontractors, or the willful misconduct of CONSULTANT or any of CONSULTANT's officers, agents, employees, representatives, subconsultants, or subcontractors, in performing the services described in, or normally associated with, this type of contracted work. The duty to defend shall include any suits or actions concerning any activity, product or work required under this AGREEMENT, and also include the payment of all court costs, attorney fees, expert witness costs, investigation costs, claims adjusting costs and any other costs required for and related thereto.

(c) No Waiver. CITY does not waive, nor shall be deemed to have waived, any indemnity, defense or hold harmless rights under this section because of the acceptance by CITY, or the deposit with CITY, of any insurance certificates or policies described in Section 10.

## 10. INSURANCE

CONSULTANT shall, at CONSULTANT's sole cost and expense, provide insurance as described herein. All insurance is to be placed with insurers authorized to do business in the State of California with an A.M. Best and Company rating of A- or better, Class VII or better, or as otherwise approved by CITY.

Insurance shall include the following (or broader) coverage:

- a) Insurance Services Office Commercial Liability coverage "occurrence" form CG 00 01 or its exact equivalent with an edition date prior to 2004 and with minimum limits of \$1,000,000 per occurrence and \$2,000,000 in the aggregate.
- b) Insurance Services Office form number CA 00 01 or equivalent covering Automobile Liability, including hired and non-owned automobile liability with a minimum limit of \$1,000,000 per accident. If the Service Provider owns no vehicles, this requirement may be satisfied by a non-owned and hired auto endorsement to Service Provider's commercial general liability policy.
- c) Workers' Compensation insurance complying with California worker's compensation laws, including statutory limits for workers' compensation and an Employer's Liability limit of \$1,000,000 per accident or disease.
- d) Professional liability insurance that covers the services to be performed in connection with this agreement, in the minimum amount of \$1,000,000 per claim and in the aggregate.

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Liability insurance policies required to be provided by CONSULTANT hereunder shall contain or be endorsed to contain the following provisions:

- a) CITY, its employees, officials, agents and member agencies shall be covered as additional insureds. Coverage shall apply to any and all liability arising out of the work performed or related to the contract. Additional insured status under the general liability requirement shall be provided on Insurance Services Office Form CG 20 10, with an edition date prior to 2004, or its equivalent. Additional insured status for completed operations shall be provided either in the additional insured form or through another endorsement such as CG 20 37, or its equivalent.
- b) General and automobile liability insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability. Coverage will not be limited to CITY's vicarious liability.
- c) Professional liability insurance policies inception date, continuity date, or retroactive date must be before the effective date of this agreement. CONSULTANT agrees to maintain continuous coverage through a period no less than three years after completion of the services required by this agreement.
- d) Liability coverage shall be primary and non-contributing with any insurance maintained by CITY.
- e) Evidence of coverage (including the workers' compensation and employer's liability policies) shall provide that coverage shall not be suspended, voided, canceled or reduced in coverage or in limits except after 30 days' prior written notice has been given to CITY. Such provision shall not include any limitation of liability of the insurer for failure to provide such notice.
- f) No liability insurance coverage provided to comply with this AGREEMENT shall prohibit CONSULTANT, or CONSULTANT's employees, or agents, from waiving the right of recovery prior to a loss. CONSULTANT waives its right of recovery against CITY.
- g) CONSULTANT agrees to deposit with CITY within fifteen days of Notice to Proceed of the Contract certificates of insurance and required endorsements.
- h) There shall be no recourse against CITY for payment of premiums or other amounts with respect to the insurance required to be provided by CONSULTANT hereunder. Any failure, actual or alleged, on the part of CITY to monitor compliance with these requirements will not be deemed as a

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waiver of any rights on the part of CITY. CITY has no additional obligations by virtue of requiring the insurance set forth herein. In the event any policy of insurance required under this AGREEMENT does not comply with these requirements or is canceled and not replaced, CITY has the right but not the duty to obtain the insurance it deems necessary and any premium paid by CITY will be promptly reimbursed by CONSULTANT or CITY will withhold amounts sufficient to pay premium from CONSULTANT payments.

i) CONSULTANT agrees to provide immediate notice to CITY of any claim or loss against CONSULTANT arising out of the work performed under this AGREEMENT. CITY assumes no obligation or liability by such notice, but has the right (but not the duty) to monitor the handling of any such claim or claims if they are likely to involve CITY.

## 11. RELATIONSHIP OF CONSULTANT TO CITY

The relationship of the CONSULTANT to CITY shall be that of an independent contractor and that in no event shall CONSULTANT be considered an officer, agent, servant or employee of CITY. CONSULTANT shall be solely responsible for any workers compensation insurance, withholding taxes, unemployment insurance, and any other employer obligations associated with the described work.

## 12. CORRECTIONS

In addition to the above indemnification obligations, CONSULTANT shall correct, at its expense, all errors in the work that may be disclosed during CITY's review of CONSULTANT's report or plans. Should CONSULTANT fail to make such correction in a reasonably timely manner, such correction shall be made by CITY, and the cost thereof shall be charged to CONSULTANT or withheld from any funds due to CONSULTANT hereunder.

#### 13. TERMINATION BY CITY

CITY, by notifying CONSULTANT in writing, may upon 10 calendar days notice, terminate without cause any portion or all of the services agreed to be performed under this AGREEMENT. If termination is for cause, no notice period need be given. In the event of termination, CONSULTANT shall have the right and obligation to immediately assemble work in progress for the purpose of closing out the job. All compensation for actual work performed and charges outstanding at the time of termination shall be payable by CITY to CONSULTANT within 30 days following submission of a final statement by CONSULTANT unless termination is for cause. In such event, CONSULTANT shall be compensated only to the extent required by law.

## 14. ACCEPTANCE OF FINAL PAYMENT CONSTITUTES RELEASE

The acceptance by CONSULTANT of the final payment made under this AGREEMENT shall operate as and be a release of CITY from all claims and liabilities

City of Goleta CMO Agreement with SCI Consulting Group Page 6 of 16 for compensation to CONSULTANT for anything done, furnished, or relating to CONSULTANT'S work or services. Acceptance of payment shall be any negotiation of CITY's check or the failure to make a written extra compensation claim within 10 calendar days of the receipt of that check. However, approval or payment by CITY shall not constitute, nor be deemed, a release of the responsibility and liability of CONSULTANT, its employees, subcontractors, agents and CONSULTANTs for the accuracy and competency of the information provided and/or work performed; nor shall such approval or payment be deemed to be an assumption of such responsibility or liability by CITY for any defect or error in the work prepared by CONSULTANT, its employees, subcontractors, agents and CONSULTANTs.

## 15. AUDIT OF RECORDS

At any time during normal business hours and as often as it may deem necessary, CONSULTANT shall make available to a representative of CITY for examination of all its records with respect to all matters covered by this AGREEMENT and will permit CITY to audit, examine and/or reproduce such records. CONSULTANT will retain such financial records, time sheets, work progress reports, invoices, bills and project records for at least two years after termination or final payment under this AGREEMENT.

## 16. WAIVER; REMEDIES CUMULATIVE

Failure by a party to insist upon the strict performance of any of the provisions of this AGREEMENT by the other party, irrespective of the length of time for which such failure continues, shall not constitute a waiver of such party's right to demand strict compliance by such other party in the future. No waiver by a party of a default or breach of the other party shall be effective or binding upon such party unless made in writing by such party, and no such waiver shall be implied from any omissions by a party to take any action with respect to such default or breach. No express written waiver of a specified default or breach shall affect any other default or breach, or cover any other period of time, other than any default or breach and/or period of time specified. All of the remedies permitted or available to a party under this AGREEMENT, or at law or in equity, shall be cumulative and alternative, and invocation of any such right or remedy shall not constitute a waiver or election of remedies with respect to any other permitted or available right of remedy.

## 17. CONFLICT OF INTEREST

CONSULTANT is unaware of any CITY employee or official that has a financial interest in CONSULTANT'S business. During the term of this AGREEMENT and/or as a result of being awarded this AGREEMENT, CONSULTANT shall not offer, encourage or accept any financial interest in CONSULTANT'S business by any CITY employee or official.

## 18. CONSTRUCTION OF LANGUAGE OF AGREEMENT

The provisions of this AGREEMENT shall be construed as a whole according to its common meaning of purpose of providing a public benefit and not strictly for or against any party. It shall be construed consistent with the provisions hereof, in order to achieve the objectives and purposes of the parties. Wherever required by the context, the singular shall include the plural and vice versa, and the masculine gender shall include the feminine or neutral genders or vice versa.

## 19. MITIGATION OF DAMAGES

In all situations arising out of this AGREEMENT, the parties shall attempt to avoid and minimize the damages resulting from the conduct of the other party.

## 20. GOVERNING LAW

This AGREEMENT, and the rights and obligations of the parties, shall be governed and interpreted in accordance with the laws of the State of California. Should litigation occur, venue shall be in Superior Court of Santa Barbara County.

## 21. NONDISCRIMINATION

CONSULTANT shall comply with the federal Americans with Disability Act, Public Law 101-336, and observe the disability discrimination prohibitions of such laws in the performance of the work required under this AGREEMENT.

## 22. TAXPAYER IDENTIFICATION NUMBER

CONSULTANT shall provide CITY with a complete Request for Taxpayer Identification Number and Certification, Form W-9 (Rev. 12-87), as issued by the Internal Revenue Service.

## 23. NON-APPROPRIATION OF FUNDS

Payments due and payable to CONSULTANT for current services are within the current budget and within an available, unexhausted and unencumbered appropriation of CITY funds. In the event CITY has not appropriated sufficient funds for payment of CONSULTANT services beyond the current fiscal year, this AGREEMENT shall cover only those costs incurred up to the conclusion of the current fiscal year.

## 24. MODIFICATION OF AGREEMENT

The tasks described in this AGREEMENT and all other terms of this AGREEMENT may be modified only upon mutual written consent of CITY and CONSULTANT.

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## 25. USE OF THE TERM "CITY"

Reference to "CITY" in this AGREEMENT includes City Manager or any authorized representative acting on behalf of CITY.

#### 26. PERMITS AND LICENSES

CONSULTANT, at its sole expense, shall obtain and maintain during the term of this AGREEMENT, all appropriate permits, licenses, and certificates that may be required in connection with the performance of services under this AGREEMENT.

#### 27. CAPTIONS

The captions or headings in this AGREEMENT are for convenience only and in no other way define, limit or describe the scope or intent of any provision or section of the AGREEMENT.

#### 28. AUTHORIZATION

Each party has expressly authorized the execution of this AGREEMENT on its behalf and bind said party and its respective administrators, officers, directors, shareholders, divisions, subsidiaries, agents, employees, successors, assigns, principals, partners, joint ventures, insurance carriers and any others who may claim through it to this AGREEMENT.

## 29. ENTIRE AGREEMENT BETWEEN PARTIES

Except for CONSULTANT'S proposals and submitted representations for obtaining this AGREEMENT, this AGREEMENT supersedes any other agreements, either oral or in writing, between the parties hereto with respect to the rendering of services, and contains all of the covenants and agreements between the parties with respect to said services.

#### 30. PARTIAL INVALIDITY

If any provision in this AGREEMENT is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will nevertheless continue in full force without being impaired or invalidated in any way.

## 31. NOTICES

Any notice required to be given hereunder shall be deemed to have been given by depositing said notice in the United States mail, postage prepaid, and addressed as follows:

| (707)430-4300   |   |
|---|---|
| In concurrence and witness by the parties effective on the date and | whereof, this AGREEMENT has been by year first above written. |
| CITY OF GOLETA  | CONSULTANT  |
| Michelle Greene, City Manager                                       | John Bliss, P.E., President                                   |
| ATTEST  |   |
| Deborah Lopez, City Clerk   | Name, Title   |
| APPROVED AS TO FORM   |   |
|   |   |

City of Goleta

Goleta, CA 93117

SCI Consulting Group 4745 Mangels Blvd. Fairfield, CA 94534

TO CITY:

TO CONSULTANT:

Winnie Cai, Deputy City Attorney

Attention: Michelle Greene, City Manager

130 Cremona Drive, Suite B

Attention: John Bliss, President

executed