

**CONTRACT ROUTING SHEET**Date Prepared: November 20, 2015Need Date: ASAP – BOS date 12/15**PROCESSING DEPARTMENT:**Department: Procurement & ContractsDept. Contact: Ashley Wells *AW*Phone #: x5804

Department

Head Signature: *AW* News for Sue Henmitte**CONTRACTOR:**Name: Lake Tahoe South Shore ChamberAddress: P.O. Box 17181South Lake Tahoe, CA 96151Phone: 775-588-1728**CONTRACTING DEPARTMENT:** Economic DevelopmentService Requested: Promotion FundingContract Term: 9 MonthsContract Value: \$60,984.00

Compliance with Human Resources requirements?

Yes: N/ANo: N/ACompliance verified by: N/A – Funding Agreement**COUNTY COUNSEL:** (Must approve all contracts and MOU's)Approved: ☒Disapproved: ☐Date: 12/2/2015By: J. San PedroApproved: ☐Disapproved: ☐Date:                     By:                     With changes as noted.changes incorporated. AW.

PLEASE FORWARD TO RISK MANAGEMENT.

**RISK MANAGEMENT:** (All contracts and MOU's except boilerplate grant funding agreements)Approved: ☒Disapproved: ☐Date: 12/2/15By: ZugliApproved: ☐Disapproved: ☐Date:                     By:                     Compliant in Ex. AW**OTHER APPROVAL:** (Specify department(s) participating or directly affected by this contract).Departments:                     Approved: ☐Disapproved: ☐Date:                     By:                     Approved: ☐Disapproved: ☐Date:                     By:



AGREEMENT FOR SERVICES #294-F1611

---

**THIS AGREEMENT** made and entered into by and between the County of El Dorado, a political subdivision of the State of California (hereinafter referred to as "County") and Lake Tahoe South Shore Chamber of Commerce, a Nevada corporation duly qualified to conduct business in the State of California, whose principal place of business is 169 U.S. Highway 50, 3<sup>rd</sup> Floor, Stateline, Nevada 89449, and whose mailing address is P.O. Box 17181, South Lake Tahoe, California, 96151 (hereinafter referred to as "Contractor");

**RECITALS**

**WHEREAS**, Contractor has been engaged by County to provide promotional services in order to promote tourism, entertainment, business, and leisure travel in El Dorado County; and

**WHEREAS**, Contractor has represented to County that it is specially trained, experienced, expert and competent to perform the special services required hereunder and County has determined to rely upon such representations; and

**WHEREAS**, it is the intent of the parties hereto that such services be in conformity with all applicable federal, state and local laws; and

**WHEREAS**, County has determined that the provision of these services provided by Contractor is in the public's best interest, and that these services are more economically and feasibly performed by outside independent Contractors as well as authorized by El Dorado County Charter, Section 210 (b) (6) and/or Government Code 31000;

**NOW, THEREFORE**, County and Contractor mutually agree as follows:

## **ARTICLE 1**

**Scope of Services:** Contractor agrees to furnish the personnel and equipment necessary to provide services including, but not limited to those set forth in Exhibit "A," marked "Lake Tahoe South Shore Chamber of Commerce – Scope of Work," incorporated herein and made by reference a part hereof.

## **ARTICLE 2**

**Term:** This Agreement shall become effective upon final execution by both parties hereto and shall be for the period of October 1, 2015 through June 30, 2016.

## **ARTICLE 3**

**Compensation for Services:** For services provided herein, including any deliverables that may be identified herein, County agrees to pay Contractor in three equal installments of \$20,328.00 each in accordance with the following schedule:

- Installment 1: Within thirty (30) days of execution of this Agreement
- Installment 2: On or about February 1, 2016
- Installment 3: On or about May 1, 2016

The total amount of this Agreement shall not exceed \$60,984.00.

If Contractor fails to timely deliver or satisfactorily complete the deliverables and reports required by this Agreement, County at its sole discretion may delay the payment for the period of time of the delay, cease all payment until such time as the required deliverables or reports are received, or proceed as set forth in **ARTICLE 16**.

## **ARTICLE 4**

**Reports Required:** Contractor shall submit written quarterly progress reports as follows:

<b>Report Period</b>	<b>Due Date</b>
October 1, 2015 - December 31, 2015	January 31, 2016
January 1, 2016 through March 30, 2016	April 30, 2016
April 1, 2016 through June 30, 2016	July 30, 2016

Each report shall be in the format provided in Exhibit "B," marked "Quarterly Report," incorporated herein and made by reference a part hereof, and include a narrative summary of activities performed during the quarter in accordance with Article 1 – Scope of Services and a report of revenues and expenses for the quarter. Receipts shall be included as specified in Exhibit "B." Reports shall be delivered to the contract administrator.

Within sixty (60) days following the end of the contract term, Contractor shall submit a financial report covering the entire term of this Agreement. The report shall clearly show the amounts received and expended as provided in Article I. Any remaining unexpended funds and any funds that have not been spent in accordance with the provisions of this Agreement, as determined by

County, shall be returned to County within thirty (30) days of County's demand for same.

Contractor shall maintain records, books, documents, and other evidence sufficient to reflect properly all direct and indirect costs of whatever nature claimed to have been incurred in the performance of this Agreement, including any matching costs and expenses, all of which will be deemed to constitute "records" for purposes of this section. Such records shall clearly reflect the cost and scope of the services provided.

Contractor's facility or office or such part thereof as may be engaged in the performance of this Agreement and its records shall be subject at all reasonable times to inspection, audit and reproduction by County, the state or any of its duly authorized representatives, including the Comptroller General of the United States.

#### **ARTICLE 5**

**Recognition of County:** Contractor shall ensure recognition of El Dorado County in providing funding for Services provided by this Contract. All activities, facilities, items, and publications utilized or made possible pursuant to this Contract shall indicate the funding source.

#### **ARTICLE 6**

**Local Sourcing:** Contractor shall make every reasonable effort to secure and/or purchase materials, supplies and labor from local businesses and the local labor pool. For purposes of this Contract, a local business is one that maintains a current business license from the Treasurer Tax Collector of El Dorado County.

#### **ARTICLE 7**

**Political Activity:** Pursuant to California Government Code §54964, §54964.5 and §54964.6, Contractor shall not expend or authorize the expenditure of any of the funds provided to it pursuant to this agreement in support of any political activity including but not limited to support or opposition of a candidate for public office or any ballot measure.

Contractor shall not use property owned or funded in whole or in part by the County property for support of any political activity including but not limited to support or opposition of a candidate for public office or any ballot measure.

#### **ARTICLE 8**

**Ownership of Rights:** County and Contractor hereby expressly agree that all printed materials described in Article I, whether produced by Contractor, its agents, representatives, employees or sub-contractors, shall be considered a "work made for hire" within the meaning of 17 USC Sec. 101. County shall have sole ownership of all rights, for all purposes, in each completed work, and unused printed materials.



#### **ARTICLE 9**

**Taxes:** Contractor certifies that as of today's date, it is not in default on any unsecured property taxes or other taxes or fees owed by Contractor to County. Contractor agrees that it shall not default on any obligations to County during the term of this Agreement.

#### **ARTICLE 10**

**Changes to Agreement:** This Agreement may be amended by mutual consent of the parties hereto. Said amendments shall become effective only when in writing and fully executed by duly authorized officers of the parties hereto.

#### **ARTICLE 11**

**Contractor to County:** It is understood that the services provided under this Agreement shall be prepared in and with cooperation from County and its staff. It is further agreed that in all matters pertaining to this Agreement, Contractor shall act as Contractor only to County and shall not act as Contractor to any other individual or entity affected by this Agreement nor provide information in any manner to any party outside of this Agreement that would conflict with Contractor's responsibilities to County during term hereof.

#### **ARTICLE 12**

**Assignment and Delegation:** Contractor is engaged by County for its unique qualifications and skills as well as those of its personnel. Contractor shall not subcontract, delegate or assign services to be provided, in whole or in part, to any other person or entity without prior written consent of County.

#### **ARTICLE 13**

**Independent Contractor/Liability:** Contractor is, and shall be at all times, deemed independent and shall be wholly responsible for the manner in which it performs services required by terms of this Agreement. Contractor exclusively assumes responsibility for acts of its employees, associates, and subContractors, if any are authorized herein, as they relate to services to be provided under this Agreement during the course and scope of their employment.

Contractor shall be responsible for performing the work under this Agreement in a safe, professional, skillful and workmanlike manner and shall be liable for its own negligence and negligent acts of its employees. County shall have no right of control over the manner in which work is to be done and shall, therefore, not be charged with responsibility of preventing risk to Contractor or its employees.

#### **ARTICLE 14**

**Fiscal Considerations:** The parties to this Agreement recognize and acknowledge that County is a political subdivision of the State of California. As such, El Dorado County is subject to the provisions of Article XVI, Section 18 of the California Constitution and other similar fiscal and procurement laws and regulations and may not expend funds for products, equipment or services

not budgeted in a given fiscal year. It is further understood that in the normal course of County business, County will adopt a proposed budget prior to a given fiscal year, but that the final adoption of a budget does not occur until after the beginning of the fiscal year.

Notwithstanding any other provision of this Agreement to the contrary, County shall give notice of cancellation of this Agreement in the event of adoption of a proposed budget that does not provide for funds for the services, products or equipment subject herein. Such notice shall become effective upon the adoption of a final budget which does not provide funding for this Agreement. Upon the effective date of such notice, this Agreement shall be automatically terminated and County released from any further liability hereunder.

In addition to the above, should the Board of Supervisors during the course of a given year for financial reasons reduce, or order a reduction, in the budget for any County department for which services were contracted to be performed, pursuant to this paragraph in the sole discretion of the County, this Agreement may be deemed to be canceled in its entirety subject to payment for services performed prior to cancellation.

#### **ARTICLE 15**

**Audit by California State Auditor:** Contractor acknowledges that if total compensation under this agreement is greater than \$10,000.00, this Agreement is subject to examination and audit by the California State Auditor for a period of three (3) years, or for any longer period required by law, after final payment under this Agreement, pursuant to California Government Code §8546.7. In order to facilitate these potential examinations and audits, Contractor shall maintain, for a period of at least three (3) years, or for any longer period required by law, after final payment under the contract, all books, records and documentation necessary to demonstrate performance under the Agreement.

#### **ARTICLE 16**

##### **Default, Termination, and Cancellation:**

- A. Default: Upon the occurrence of any default of the provisions of this Agreement, a party shall give written notice of said default to the party in default (notice). If the party in default does not cure the default within ten (10) days of the date of notice (time to cure), then such party shall be in default. The time to cure may be extended at the discretion of the party giving notice. Any extension of time to cure must be in writing, prepared by the party in default for signature by the party giving notice and must specify the reason(s) for the extension and the date on which the extension of time to cure expires.

Notice given under this section shall specify the alleged default and the applicable Agreement provision and shall demand that the party in default perform the provisions of this Agreement within the applicable period of time. No such notice shall be deemed a termination of this Agreement unless the party giving notice so elects in this notice, or the party giving notice so elects in a subsequent written notice after the time to cure has expired. In the event of termination for default, County reserves the right to take over and complete the work by contract or by any other means.



- B. Bankruptcy: This Agreement, at the option of the County, shall be terminable in the case of bankruptcy, voluntary or involuntary, or insolvency of Contractor.
- C. Ceasing Performance: County may terminate this Agreement in the event Contractor ceases to operate as a business, or otherwise becomes unable to substantially perform any term or condition of this Agreement.
- D. Termination or Cancellation without Cause: County may terminate this Agreement in whole or in part upon seven (7) calendar days written notice by County without cause. If such prior termination is effected, County will pay for satisfactory services rendered prior to the effective dates as set forth in the Notice of Termination provided to Contractor, and for such other services, which County may agree to in writing as necessary for contract resolution. In no event, however, shall County be obligated to pay more than the total amount of the contract. Upon receipt of a Notice of Termination, Contractor shall promptly discontinue all services affected, as of the effective date of termination set forth in such Notice of Termination, unless the notice directs otherwise.

#### **ARTICLE 17**

**Notice to Parties:** All notices to be given by the parties hereto shall be in writing and served by depositing same in the United States Post Office, postage prepaid and return receipt requested. Notices to County shall be addressed as follows:

COUNTY OF EL DORADO  
CHIEF ADMINISTRATIVE OFFICE  
330 FAIR LANE  
PLACERVILLE, CA 95667  
ATTN: JEFF McLAUGHLIN, ECONOMIC & BUSINESS RELATIONS MANAGER

or to such other location as the County directs.

with a carbon copy to

COUNTY OF EL DORADO  
Chief Administrative Office  
Procurement and Contracts Division  
360 Fair Lane  
Placerville, CA 95667  
ATTN: Purchasing Agent

Notices to Contractor shall be addressed as follows:

LAKE TAHOE SOUTH SHORE CHAMBER OF COMMERCE  
P.O. BOX 17181  
SOUTH LAKE TAHOE, CA 96151  
ATTN: BETTY "B" GORMAN, PRESIDENT AND CEO

or to such other location as the Contractor directs.

#### **ARTICLE 18**

**Change of Address:** In the event of a change in address for Contractor's principal place of business, Contractor's Agent for Service of Process, or Notices to Contractor, Contractor shall notify County in writing pursuant to the provisions contained in this Agreement under the Article titled "Notice to Parties". Said notice shall become part of this Agreement upon acknowledgment in writing by the County Contract Administrator, and no further amendment of the Agreement shall be necessary provided that such change of address does not conflict with any other provisions of this Agreement.

#### **ARTICLE 19**

**Indemnity:** The Contractor shall defend, indemnify, and hold the County harmless against and from any and all claims, suits, losses, damages and liability for damages of every name, kind and description, including attorney's fees and costs incurred, brought for, or on account of, injuries to or death of any person, including but not limited to workers, County employees, and the public, or damage to property, or any economic or consequential losses, which are claimed to or in any way arise out of or are connected with the Contractor's services, operations, or performance hereunder, regardless of the existence or degree of fault or negligence on the part of the County, the Contractor, subContractor(s) and employee(s) of any of these, except for the sole, or active negligence of the County, its officers and employees, or as expressly prescribed by statute. This duty of Contractor to indemnify and save County harmless includes the duties to defend set forth in California Civil Code Section 2778.

#### **ARTICLE 20**

**Insurance:** Contractor shall provide proof of a policy of insurance satisfactory to the County of El Dorado Risk Manager and documentation evidencing that Contractor maintains insurance that meets the following requirements:

- A. Full Worker's Compensation and Employer's Liability Insurance covering all employees of Contractor as required by law in the State of California.
- B. Commercial General Liability Insurance of not less than \$1,000,000.00 combined single limit per occurrence for bodily injury and property damage and a \$2,000,000.00 aggregate limit.
- C. Automobile Liability Insurance of not less than \$1,000,000.00 is required in the event motor vehicles are used by the Contractor in the performance of the Agreement.
- D. In the event Contractor is a licensed professional or professional consultant, and is performing professional services under this Agreement, professional liability is required with a limit of liability of not less than \$1,000,000.00 per occurrence.



- E. Contractor shall furnish a certificate of insurance satisfactory to the County of El Dorado Risk Manager as evidence that the insurance required above is being maintained.
- F. The insurance will be issued by an insurance company acceptable to Risk Management, or be provided through partial or total self-insurance likewise acceptable to Risk Management.
- G. Contractor agrees that the insurance required above shall be in effect at all times during the term of this Agreement. In the event said insurance coverage expires at any time or times during the term of this Agreement, Contractor agrees to provide at least thirty (30) days prior to said expiration date, a new certificate of insurance evidencing insurance coverage as provided for herein for not less than the remainder of term of the Agreement, or for a period of not less than one (1) year. New certificates of insurance are subject to the approval of Risk Management and Contractor agrees that no work or services shall be performed prior to the giving of such approval. In the event the Contractor fails to keep in effect at all times insurance coverage as herein provided, County may, in addition to any other remedies it may have, terminate this Agreement upon the occurrence of such event.
- H. The certificate of insurance must include the following provisions stating that:
  - 1. The insurer will not cancel the insured's coverage without prior written notice to County, and;
  - 2. The County of El Dorado, its officers, officials, employees and volunteers are included as additional insured on an additional insured endorsement, but only insofar as the operations under this Agreement are concerned. This provision shall apply to the general liability policy.
- I. The Contractor's insurance coverage shall be primary insurance as respects the County, its officers, officials, employees and volunteers. Any insurance or self-insurance maintained by the County, its officers, officials, employees or volunteers shall be in excess of the Contractor's insurance and shall not contribute with it.
- J. Any deductibles or self-insured retentions must be declared to and approved by the County, either: the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the County, its officers, officials, employees and volunteers; or the Contractor shall procure a bond guaranteeing payment of losses and related investigations, claim administration and defense expenses.
- K. Any failure to comply with the reporting provisions of the policies shall not affect coverage provided to the County, its officers, officials, employees or volunteers.
- L. The insurance companies shall have no recourse against the County of El Dorado, its officers and employees or any of them for payment of any premiums or assessments under any policy issued by any insurance company.

- M. Contractor's obligations shall not be limited by the foregoing insurance requirements and shall survive expiration of this Agreement.
- N. In the event Contractor cannot provide an occurrence policy, Contractor shall provide insurance covering claims made as a result of performance of this Agreement for not less than three (3) years following completion of performance of this Agreement.
- O. Certificate of insurance shall meet such additional standards as may be determined by the contracting County Department either independently or in consultation with Risk Management, as essential for protection of the County.

#### **ARTICLE 21**

**Interest of Public Official:** No official or employee of County who exercises any functions or responsibilities in review or approval of services to be provided by Contractor under this Agreement shall participate in or attempt to influence any decision relating to this Agreement which affects personal interest or interest of any corporation, partnership, or association in which he/she is directly or indirectly interested; nor shall any such official or employee of County have any interest, direct or indirect, in this Agreement or the proceeds thereof.

#### **ARTICLE 22**

**Interest of Contractor:** Contractor covenants that Contractor presently has no personal interest or financial interest, and shall not acquire same in any manner or degree in either: 1) any other contract connected with or directly affected by the services to be performed by this Agreement; or, 2) any other entities connected with or directly affected by the services to be performed by this Agreement. Contractor further covenants that in the performance of this Agreement no person having any such interest shall be employed by Contractor.

#### **ARTICLE 23**

**Conflict of Interest:** The parties to this Agreement have read and are aware of the provisions of Government Code Section 1090 et seq. and Section 87100 relating to conflict of interest of public officers and employees. Contractor attests that it has no current business or financial relationship with any County employee(s) that would constitute a conflict of interest with provision of services under this contract and will not enter into any such business or financial relationship with any such employee(s) during the term of this Agreement. County represents that it is unaware of any financial or economic interest of any public officer or employee of Contractor relating to this Agreement. It is further understood and agreed that if such a financial interest does exist at the inception of this Agreement either party may immediately terminate this Agreement by giving written notice as detailed in the Article in the Agreement titled, "Default, Termination and Cancellation".



## **ARTICLE 24**

### **Nondiscrimination:**

- A. County may require Contractor's services on projects involving funding from various state and/or federal agencies, and as a consequence, Contractor shall comply with all applicable nondiscrimination statutes and regulations during the performance of this Agreement including but not limited to the following: Contractor and its employees and representatives shall not unlawfully discriminate against any employee or applicant for employment because of race, religion, color, national origin, ancestry, physical handicap, medical condition, marital status, age, or sex; Contractor shall, unless exempt, comply with the applicable provisions of the Fair Employment and Housing Act (Government Code, Sections 12900 et seq.) and applicable regulations promulgated thereunder (California Code of Regulations, Title 2, Sections 7285.0 et seq.); the applicable regulations of the Fair Employment and Housing Commission implementing Government Code, Section 12990, set forth in Chapter 5 of Division 4 of Title 2 of the California Code of Regulations incorporated into this Agreement by reference and made a part hereof as if set forth in full; and Title VI of the Civil Rights Act of 1964, as amended. Contractor and its employees and representatives shall give written notice of their obligations under this clause as required by law.
- B. Where applicable, Contractor shall include these nondiscrimination and compliance provisions in any of its agreements that affect or are related to the services performed herein.
- C. Contractor's signature shall provide any certifications necessary under the federal laws, the laws of the State of California, including but not limited to Government Code Section 12990 and Title 2, California Code of Regulations, Section 8103.

## **ARTICLE 25**

**California Residency (Form 590):** If Contractor is a California resident, Contractors must file a State of California Form 590, certifying its California residency or, in the case of a corporation, certifying that it has a permanent place of business in California. The Contractor will be required to submit a Form 590 prior to execution of an Agreement or County shall withhold seven (7) percent of each payment made to the Contractor during term of the Agreement. This requirement applies to any agreement/contract exceeding \$1,500.00.

## **ARTICLE 26**

**Nonresident Withholding:** If Contractor is not a California resident, Contractor shall provide documentation that the State of California has granted a withholding exemption or authorized reduced withholding prior to execution of this Agreement or County shall withhold seven (7%) percent of each payment made to the Contractor during term of the Agreement as required by law. This requirement applies to any agreement/contract exceeding \$1,500.00. Contractor shall indemnify and hold the County harmless for any action taken by the California Franchise Tax Board.

#### **ARTICLE 27**

**Taxpayer Identification Number (Form W-9):** All independent Contractors or corporations providing services to the County must file a Department of the Treasury Internal Revenue Service Form W-9, certifying their Taxpayer Identification Number.

#### **ARTICLE 28**

**County Business License:** It is unlawful for any person to furnish supplies or services, or transact any kind of business in the unincorporated territory of El Dorado County without possessing a County business license unless exempt under County Code Section 5.08.070.

#### **ARTICLE 29**

**Licenses:** Contractor hereby represents and warrants that Contractor and any of its subcontractors employed under this Agreement has all the applicable licenses, permits, and certifications that are legally required for Contractor and its subcontractors to practice its profession or provide the services or work contemplated under this Agreement in the State of California. Contractor and its subcontractors shall obtain or maintain said applicable licenses, permits, or certificates in good standing throughout the term of this Agreement.

#### **ARTICLE 30**

**Administrator:** The County Officer or employee with responsibility for administering this Agreement is Jeff McLaughlin, Economic & Business Relations Manager, or successor.

#### **ARTICLE 31**

**Authorized Signatures:** The parties to this Agreement represent that the undersigned individuals executing this Agreement on their respective behalf are fully authorized to do so by law or other appropriate instrument and to bind upon said parties to the obligations set forth herein.

#### **ARTICLE 32**

**Partial Invalidity:** If any provision of this Agreement is held by a court of competent jurisdiction to be invalid, void or unenforceable, the remaining provisions will continue in full force and effect without being impaired or invalidated in any way.

#### **ARTICLE 33**

**Venue:** Any dispute resolution action arising out of this Agreement, including, but not limited to, litigation, mediation, or arbitration, shall be brought in El Dorado County, California, and shall be resolved in accordance with the laws of the State of California.



**ARTICLE 34**

**No Third Party Beneficiaries:** Nothing in this Agreement is intended, nor will be deemed, to confer rights or remedies upon any person or legal entity not a party to this agreement.

**ARTICLE 35**

**Entire Agreement:** This document and the documents referred to herein or exhibits hereto are the entire Agreement between the parties and they incorporate or supersede all prior written or oral Agreements or understandings.

//

//

//

**Requesting Contract Administrator Concurrence:**

By: \_\_\_\_\_ Dated: \_\_\_\_\_  
Jeff McLaughlin  
Economic & Business Relations Manager  
Chief Administrative Office

**Requesting Department Head Concurrence:**

By: \_\_\_\_\_ Dated: \_\_\_\_\_  
Larry T. Combs  
Chief Administrative Officer

//

//

//

//

//

//

//

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the dates indicated below.

**-- COUNTY OF EL DORADO --**

Dated: \_\_\_\_\_

By: \_\_\_\_\_

Chair  
Board of Supervisors  
"County"

ATTEST:  
James S. Mitrisin  
Clerk of the Board of Supervisors

By: \_\_\_\_\_  
Deputy Clerk

Dated: \_\_\_\_\_

**-- CONTRACTOR --**

Lake Tahoe South Shore Chamber  
A Non-Profit Organization

Dated: \_\_\_\_\_

By: \_\_\_\_\_

Betty "B" Gorman  
President and CEO  
Lake Tahoe South Shore Chamber of Commerce  
"Contractor"



**Exhibit "A"**  
**Tahoe Chamber of Commerce**  
**Scope of Services**

Upon a duly executed contract and issuance of a notice to proceed from the County contract administrator, the Grantee shall perform the following services/deliverables:

Activity:	Deliverable(s):	Activity Completion Date:
Complete the formation of a Restaurant Industry Group ("Group") specific to Tahoe that will promote restaurants and collaboratively address industry concerns and build relationships with other related economic sectors.	<b>1. Form and promote the Group.</b> <ol style="list-style-type: none"> <li>a. Attract ten (10) key Tahoe restaurants to participate.</li> <li>b. Develop an issues strategy for restaurants.               <ol style="list-style-type: none"> <li>1. Submit strategies and implementation benchmarks.</li> </ol> </li> </ol>	June 30, 2016
Complete a Tourism Forum Event for the Tahoe Region ("Event").	<b>2. Completion of Event:</b> <ol style="list-style-type: none"> <li>a. Create a marketing and public relations campaign for the Event.</li> <li>b. Engage the Lodging Association, Wedding and Honeymoon Association for the Event.</li> </ol> <b>3. Attraction of a minimum 100 attendees to the Event.</b> <ol style="list-style-type: none"> <li>1. Best effort to generate 10-20 bed nights for El Dorado County hoteliers as demonstrated by verified TOT reporting.</li> </ol>	June 30, 2016
Complete two winter shop and dine programs that promote regional dining and emphasize the purchase of locally sold goods and services. Deliverables include the, "Sample the Sierra" event and regional shopping and dining campaigns.	<b>4. Develop print and collateral advertising materials for the "Sample the Sierra" event.</b> <ol style="list-style-type: none"> <li>a. Attract at least 1,000 attendees to the Event.</li> <li>b. Local El Dorado County sourcing for at least 30% of Event wine from El Dorado County vintners. Local vintners to be given first right of refusal for the Event.</li> <li>c. El Dorado County orchards to be given first right of refusal for the Event.</li> <li>d. Secure 18 restaurants, 18 beverage providers, and 35 artists for the event. Hire at least 10 El Dorado County artists to exhibit at the Event.</li> <li>e. Provide evidence of all County sponsored advertising materials.</li> </ol>	June 30, 2016

	<p><b>5. Develop print and collateral advertising materials for winter season shopping and dining campaigns.</b></p> <ul style="list-style-type: none"> <li>a. Provide evidence of all County sponsored advertising materials.</li> <li>b. Develop, "Shop Local" campaigns in conjunction with County efforts.</li> </ul>	
Workforce Business Walks	<p><b>6. Conduct 8 workforce business walks in neighborhoods or communities in the Tahoe Basin.</b></p> <ul style="list-style-type: none"> <li>a. Recruit 40 volunteers for the Business walk.</li> <li>b. Develop a new walk "cluster" to meet current needs for the Tahoe Basin.</li> </ul>	June 30, 2016

EXHIBIT B - QUARTERLY REPORT	
PROGRAM / PROJECT ACTIVITY:	
QUARTERLY REPORT PERIOD:	
NARRATIVE PROGRESS REPORT	
Provide as separate attachment if additional space is needed.	
FINANCIAL REPORT	
EXPENDITURES	AMOUNT
SALARIES	\$
DIRECTOR	\$
COORDINATOR	\$
ADMIN ASSISTANT	\$
INTERN	\$
BENEFITS	\$
SUPPLIES	* \$
RENTS	* \$
UTILITIES	* \$
COMMUNICATIONS	* \$
LOCAL TRAVEL	* \$
INSURANCE	* \$
STAFF TRAINING	* \$
ADVERTISING	* \$
OTHER (SPECIFY)	* \$
OTHER (SPECIFY)	* \$
OTHER (SPECIFY)	* \$
<b>TOTAL EXPENDITURES</b>	<b>\$</b>
REVENUES	AMOUNT
COUNTY PROMOTION FUNDS	\$
DONATIONS/FUND RAISING	\$
MEMBERSHIP DUES	\$
OTHER (SPECIFY)	\$
OTHER (SPECIFY)	\$
OTHER (SPECIFY)	\$
<b>TOTAL REVENUES</b>	<b>\$</b>

\* RECEIPTS MUST BE ATTACHED FOR THESE EXPENSES