

Magellan Advisors, LLC
 450 Alton Road #1402
 Miami Beach, FL 33139 US
 (888) 960-5299
 insight@magellan-advisors.com



BILL TO

City of San Leandro
 835 E. 14th Street
 San Leandro, CA 94577-3767
 Project: San Leandro Fiber
 Master Plan

INVOICE MA05311824

DATE 05/31/2018 TERMS Net 30

DUE DATE 06/30/2018

DATE	ACTIVITY	QTY	RATE	AMOUNT
05/01/2018	San Leandro Needs Assessment Call with Greg to discuss res and bus survey results.	0:15	200.00	50.00
05/01/2018	Create Business Survey Analyze survey results	0:15	200.00	50.00
05/01/2018	Create Residential Survey Clean up and analyze survey data	0:15	200.00	50.00
05/02/2018	002 - Analysis of the Area of Focus Smart City section edits/comments	0:15	200.00	50.00
05/02/2018	Final Report Deliverables, Approval Process Support Section additions	0:30	200.00	100.00
05/02/2018	San Leandro Needs Assessment Analyzing residential survey, creating graphs - for needs assessment section	0:30	200.00	100.00
05/03/2018	Calls with client Call with client to discuss call with Council woman Corina and plans to reach out to other council members.	0:30	200.00	100.00
05/03/2018	Internal stakeholder meetings Call with council woman Corina to discuss broadband goals and objectives for City.	0:30	200.00	100.00
05/04/2018	San Leandro Needs Assessment Narrative and graphs for business and residential surveys.	0:30	200.00	100.00
05/09/2018	San Leandro Needs Assessment Needs Assessment - developed all residential survey graphs and included some narrative/analysis.	0:30	200.00	100.00
05/09/2018	San Leandro Needs Assessment Survey analysis, graphs, narrative - residential responses.	0:30	200.00	100.00

DATE	ACTIVITY	QTY	RATE	AMOUNT
05/09/2018	001-Community Engagement Additional analysis of survey results to identify emails of complete respondents	0:30	200.00	100.00
05/10/2018	San Leandro Needs Assessment Review draft need assessment for client	0:30	200.00	100.00
05/11/2018	Update to the GIS Call with CoSL GIS, Michael and Aman. Discussed uploaded files to Basecamp and clarification of displayed layers in GIS Cloud.	0:30	200.00	100.00
05/14/2018	Biweekly Call 5/14/18	0:15	200.00	50.00
05/15/2018	Final Report Deliverables, Approval Process Support "Background" section: Writing, formatting	0:30	200.00	100.00
05/15/2018	San Leandro Needs Assessment San Leandro bi-weekly Call	0:15	200.00	50.00
05/16/2018	San Leandro Needs Assessment Surgey - graphs and narrative/analysis. Finished residential, also worked on business.	0:30	200.00	100.00
05/16/2018	San Leandro Needs Assessment Call with Scott (San Leandro) to discuss survey maping.	0:15	200.00	50.00
05/16/2018	Update to the GIS Updated GIS cloud map with new client files from Basecamp, layer "Business03062018". Made requested changes based on based on call.	0:30	200.00	100.00
05/16/2018	Update to the GIS Internal project update call with Aman.	0:30	200.00	100.00
05/17/2018	Conceptual Network Design GIS map review..	0:30	200.00	100.00
05/17/2018	San Leandro Needs Assessment Business survey - analysis and graph creation. Added to needs assessment. Will finish up with narrative	0:30	200.00	100.00
05/17/2018	Cover page, headers, footers draft edits	0:15	200.00	50.00
05/17/2018	Update to the GIS Conference call with Aman Seghal, prep and wrapup.	0:30	200.00	100.00
05/17/2018	Final Report Deliverables, Approval Process Support General edits, formatting, rewrites	0:30	200.00	100.00
05/17/2018	Create Business Survey Address data issues for interpretation	0:15	200.00	50.00

DATE	ACTIVITY	QTY	RATE	AMOUNT
05/18/2018	San Leandro Needs Assessment Needs Assessment - business survey analysis, graphs and narrative done. Latest draft uploaded to Sharepoint.	0:15	200.00	50.00
05/20/2018	San Leandro Needs Assessment Provided direction to Scott (San Leandro) to develop survey mapping charts.	0:15	200.00	50.00
05/21/2018	Conceptual Network Design Proposed design and business data inputs from SL	0:30	200.00	100.00
05/21/2018	Update to the GIS GIS call with Aman.	0:15	200.00	50.00
05/21/2018	Update to the GIS Update GIS Cloud map with new FiberExpansion052118 layer.	0:15	200.00	50.00
05/21/2018	Final Report Deliverables, Approval Process Support Formatting, editing needs assessment, adding maps, content	0:30	200.00	100.00
05/22/2018	Update to the GIS Updated the slide deck with new GIS maps and lengths of fiber.	0:30	200.00	100.00
05/22/2018	004-Business Models and Financials Met with client regarding network design	0:15	200.00	50.00
05/23/2018	Final Report Deliverables, Approval Process Support Updated maps/reformatting	0:15	200.00	50.00
05/24/2018	Update to the GIS Review and upload new BL layers from Basecamp to GIS Cloud.	0:30	200.00	100.00
05/24/2018	006-Big Picture Vision Report Writing	0:15	200.00	50.00
05/24/2018	Final Report Deliverables, Approval Process Support Read through of draft with edits	0:30	200.00	100.00
05/25/2018	Update to the GIS	0:15	200.00	50.00
05/25/2018	Update to the GIS	0:30	200.00	100.00
05/25/2018	Market Assessment Updating the MA based on the inputs from Randy.	0:30	200.00	100.00
05/25/2018	San Leandro Needs Assessment Review NA section of master plan, survey maps, provided changes to Melanie.	0:30	200.00	100.00
05/25/2018	004-Business Models and Financials Financial Creations	0:30	200.00	100.00
05/25/2018	Final Report Deliverables, Approval Process Support Review Master Plan, with focus on Needs Assessment section	0:30	200.00	100.00

DATE	ACTIVITY	QTY	RATE	AMOUNT
05/28/2018	Update to the GIS Worked on new 500 ft buffers and BL counts/street lights.	0:30	200.00	100.00
05/28/2018	004-Business Models and Financials Financial Prep for client	0:30	200.00	100.00
05/29/2018	002-Analysis of the Area of Focus Updated the MA study - V1.2	0:30	200.00	100.00
05/29/2018	Calls with client Call with client to discuss report, council presentation and approach to Lit San Leandro.	0:30	200.00	100.00
05/29/2018	Calls with Magellan Team Call with project manager to discuss report status and approach to presenting financial models.	0:30	200.00	100.00
05/29/2018	Update to the GIS Updated buffers for Existing (Fiber and Conduit), Conduit Only, and Fiber Exapansion line layers. Captured counts for new BLD and street light layers in associated buffers.	0:30	200.00	100.00
05/29/2018	004-Business Models and Financials Financial Discussion with client	0:30	200.00	100.00
05/29/2018	006-Big Picture Vision Report writing	0:30	200.00	100.00
05/30/2018	Market Assessment	0:30	200.00	100.00
05/30/2018	Update to the GIS	0:30	200.00	100.00
05/30/2018	Create PowerPoint for Council Presentation First draft	0:30	200.00	100.00
05/30/2018	004-Business Models and Financials Report writing and PP updating	0:30	200.00	100.00
05/31/2018	San Leandro Needs Assessment Finalize survey maps - provide in jpg format; smart city final	0:30	200.00	100.00
05/31/2018	004-Business Models and Financials Financial scenarios	0:30	200.00	100.00
05/31/2018	004-Business Models and Financials Meeting with client regarding strategy	0:30	200.00	100.00
05/31/2018	Biweekly Call 5/14/18 Bi-weekly conference call	0:15	200.00	50.00
05/31/2018	Prepare PP Presentation for City Council Work on PP Presentation for City Council	0:15	200.00	50.00

TOTAL DUE

\$5,250.00

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BILL TO

City of San Leandro
835 E. 14th Street
San Leandro, CA 94577-3767
Project: San Leandro Fiber
Master Plan

INVOICE MA06301885

DATE 06/30/2018 TERMS Net 30

DUE DATE 07/30/2018

DATE	ACTIVITY	QTY	RATE	AMOUNT
06/20/2018	2018/06/12, Mileage 2018, , Reasons: "Present to City Council"			27.82
06/20/2018	2018/06/12, Lodging, Hilton, Reasons: "Hotel after presentation to City Council"			282.90
06/20/2018	2018/06/12, Tolls & Parking, PDX Parking, Reasons: "Airport Parking"			42.00
06/20/2018	2018/06/11, Full Day Per Diem, Per Diem, Attendees: "Randy", Reasons: "Meals"			65.00
06/20/2018	2018/06/11, Airfare, Southwest Airlines, Reasons: "Travel for City Council Presentation"			635.96

TOTAL DUE

\$1,053.68

EXHIBIT B

COMPENSATION SCHEDULE & REIMBURSABLE EXPENSES

The total cost to the City of San Leandro as outlined in the chart below is \$60,000 and includes all work to be completed by Magellan for the City as stated in this Proposal. Our hourly rate for the proposal is \$200 per hour exclusive of overhead and travel, which is to be billed separately. We estimate completion of this project will require 280 billable hours of work.

Description	Hours	Hourly Rate	Total
Community Engagement	45	\$200	\$9,000
Analysis of Area of Focus	45	\$200	\$9,000
Current & Future Fiber Mapping	45	\$200	\$9,000
Business Models & Financials	40	\$200	\$8,000
Policy Guidance	65 + 21.25 <hr/> 86.25	\$200 \$200 —	\$13,000 5,250 <hr/> \$18,250
"Big Picture" Vision	40	\$200	\$8,000
Travel and Incidentals (Not-to-Exceed)			\$4,000 + 1,053.68 <hr/> \$5,053.68
Total Pricing	280		\$60,000
		New total	\$66,303.68

Left in account \$59,814.59
 Invoice left to pay 5,250.00 Policy Guidance
 Invoice left to pay 1,053.68 Travel

\$66,118.27 Additional amount needed

**CONSULTING SERVICES AGREEMENT BETWEEN
THE CITY OF SAN LEANDRO AND
MAGELLAN ADVISORS
FOR
FIBER-OPTICS MASTER PLAN**

THIS AGREEMENT for consulting services is made by and between the City of San Leandro ("City") and Magellan Advisors ("Consultant") (together sometimes referred to as the "Parties") as of July 17, 2017 (the "Effective Date").

Section 1. SERVICES. Subject to the terms and conditions set forth in this Agreement, Consultant shall provide to City the services described in the Scope of Work attached as Exhibit A at the time and place and in the manner specified therein. In the event of a conflict in or inconsistency between the terms of this Agreement and Exhibit A, the Agreement shall prevail.

- 1.1 **Term of Services.** The term of this Agreement shall begin on the Effective Date and shall end on January 31, 2018 the date of completion specified in Exhibit A, and Consultant shall complete the work described in Exhibit A on or before that date, unless the term of the Agreement is otherwise terminated or extended, as provided for in Section 8. The time provided to Consultant to complete the services required by this Agreement shall not affect the City's right to terminate the Agreement, as referenced in Section 8.
- 1.2 **Standard of Performance.** Consultant shall perform all services required pursuant to this Agreement in the manner and according to the standards observed by a competent practitioner of the profession in which Consultant is engaged.
- 1.3 **Assignment of Personnel.** Consultant shall assign only competent personnel to perform services pursuant to this Agreement. In the event that City, in its sole discretion, at any time during the term of this Agreement, desires the reassignment of any such persons, Consultant shall, immediately upon receiving notice from City of such desire of City, reassign such person or persons.
- 1.4 **Time.** Consultant shall devote such time to the performance of services pursuant to this Agreement as may be reasonably necessary to meet the standard of performance provided in Subsection 1.2 above and to satisfy Consultant's obligations hereunder.
- 1.5 **City of San Leandro Living Wage Rates.** This contract may be covered by the City of San Leandro Living Wage Ordinance (LWO). Bidder's attention is directed to the San Leandro Municipal Code, Title 1, Chapter 6, Article 6. Successful Bidder must submit completed self-certification form and comply with the LWO if covered.

Section 2. COMPENSATION. City hereby agrees to pay Consultant a **sum not to exceed \$60,000** notwithstanding any contrary indications that may be contained in Consultant's proposal, for services to be performed and reimbursable costs incurred under this Agreement. In the event of a conflict between this Agreement and Consultant's proposal, attached as Exhibit B, regarding the amount of compensation, the