

EXHIBIT A - 2

SCOPE OF SERVICES AMENDMENT NO. 2 - JUNE 2026

Exhibit A of the Agreement entitled "Scope of Services" is hereby amended to add the following:

Consultant will provide analysis, technical assistance, staff support, and other services to assist in the implementation of City Economic Development Strategy initiatives. Work may include any of the following initiatives:

1. Implementation of Innovation Action Strategy:
 - Outreach & recruitment of specific companies based on analysis of the target industries.
 - Support for infrastructure planning, including: meetings and negotiations with PG&E, East Bay Municipal Utilities District (EBMUD), Bay Area Air Quality Management District (BAAQMD) and other regional organizations.
 - Support local business retention & attraction support, including visits to existing businesses and support/analysis to resolve retention issues.
 - Assessment of opportunity sites.
 - Further industrial and market analysis, as requested.
2. Branding and Marketing Activities:
 - Develop an integrated Economic Development Marketing Plan that includes: outreach to trade associations, marketing materials, online messaging & social media, press and media, organize and industry event in San Leandro, attend other industry events, broker meetings, industry partnerships, and/or other initiatives.
 - Support City planning efforts for a City brand assessment.
 - Promoting small businesses and encouraging residents to shop them through social media, promotional campaigns, loyalty programs, and events.
3. Implementation of the Retail Action Strategy:
 - Analysis, advisory, staff support on recruitment of specific retail tenants.
 - Analysis and support of auto retail development opportunities.
 - Continued work with shopping center ownership/management.
 - Advisory on Downtown improvements.
 - Other related initiatives.
4. Advisory, research, and support to implement updates to the City's Zoning Code, Permit Process, and other land use and administrative procedures that impact attraction of the target industries.
5. Development and implementation of the Workforce Partnership Strategy.

6. Real Estate Advisory, Analysis & Support

- Implementation-related development planning, analysis, and technical support on major real estate development projects, as requested. This includes potential analysis, technical advisory or support for the Bayfair, Shoreline, Kaiser North, or other transformational projects, as requested.
- Advisory and technical support on grant applications, creation of financing districts, and other funding strategies.
- Assessment of City real estate assets and management.
- Analysis of public-private partnership opportunities to fund and implement various city initiatives.

7. Ongoing support for:

- Performance Metrics Technical Support and Analysis, and support for City Service Delivery improvements.
- Coordination of partnership efforts between the City and Chamber of Commerce.
- Technical Assistance and other business retention strategies for local businesses
- Other technical assistance, analysis, advisory, staff training, and support, as requested.

EXHIBIT B - 2

COMPENSATION SCHEDULE & REIMBURSABLE EXPENSES AMENDMENT NO. 2 – JUNE 2026

Exhibit B of the Agreement entitled “Compensation Schedule & Reimbursable Expenses” is hereby amended to add the following:

After the full execution of this contract, specific timelines and sequence of work (including start upon notice to proceed and completion) will be determined by the Contract Administrator and the Contractor following the development of workplans or before work begins, as appropriate, and may be adjusted during the term of the contract.

Estimated Amounts for Tasks*

Task 1 - Innovation Action Strategy Implementation	\$ 10,000
Task 2 – Branding & Marketing	N/A
Task 3 – Retail Action Strategy Implementation	\$10,000
Task 4 – Zoning & Permit Process Improvements	N/A
Task 5 - Workforce Partnership Strategy	\$2,000
Task 6 – Implementation-related real estate advisory, development planning, Analysis, technical support, grant applications and/or advisory	\$ 20,000
Task 7 – Ongoing support & Contingency	\$ 1,000

No reimbursable expenses are allowed.

Partial payment will be made based on monthly invoices.

* These amounts are added to any remaining balance of the existing contract. Compensation may be shifted by the Contract Administrator among tasks with written approval of Consultant.