



REQUEST FOR PROPOSAL (RFP) NO. 24-07

CLASS 1 LOCAL GOVERNMENT LEGISLATIVE AND LOBBYING SERVICES

and

CLASS 2 COMMUNITY ENGAGEMENT AND PARTNERSHIP BUILDING SERVICES

RFP PROPOSED SCHEDULE

RFP PROPOSED SCHEDULE	
RFP Posted	Wednesday, July 3, 2024
Questions regarding this RFP submitted to District by 2:00 pm PST	Friday, July 19, 2024
Questions and Answers posted to Website	Friday, July 26, 2024
Proposer Responses Due by 2:00 pm PST	Friday, August 2, 2024
Interviews with Proposers	Week of September 9-11, 2024
Tentative Award Date	Wednesday, September 18, 2024
Board Date for Approval	Wednesday, October 9, 2024

CONTRACTS UNIT
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Contents

1. INTRODUCTION 5

 1.1. Purpose of RFP 5

 1.2. About the District..... 5

2. GENERAL GOALS AND SCOPE OF SERVICES 6

 2.1. General Goals..... 6

 2.2. Scope of Services 6

 2.3. Term of Contract..... 7

3. GENERAL INFORMATION AND GUIDELINES 7

 3.1. District Contact Person 7

 3.2. Internet Access to this RFP 7

 3.3. Unauthorized Communications 8

 3.4. Interested Parties..... 8

 3.5. Proposer Clarifications 8

 3.6. False Information 8

 3.7. District Confirmation 8

 3.8. Joint Offers..... 9

 3.9. District Determinations..... 9

4. INSTRUCTIONS AND GENERAL CONDITIONS 9

 4.1. RFP Instructions and General Conditions 9

 A. RFP Schedule..... 10

 B. Proposal Submission 10

 C. Meeting RFP Specifications..... 11

 D. Proposed Information to be Accurate, Complete and Valid..... 11

 E. Authorized Signatures..... 12

 F. Authorization to Do Business..... 12

 G. Requirements..... 12

 H. Questions about RFP..... 13

 I. RFP Addenda 13

 J. Interpretation of Documents..... 14

 K. Withdrawal/Proposal Irrevocable for 180 Days 14



- L. Exemption from Disclosure..... 14
- M. Pre-Contractual Expenses 15
- N. Subcontractors..... 15
- O. Immaterial Defect in Proposal 15
- P. Oral Communications 15
- Q. RFP as Part of Final Contract..... 16
- R. Proposed Contract 16
- S. Exceptions/Deviations 16
- T. No Commitment to Award..... 17
- U. No Agreement Until Signed 17
- V. News Releases 17
- W. Use of District Employee’s Names 18
- X. Adjustments to Contract..... 18
- Y. Contractor Evaluation 18
- Z. Termination or Cancellation 18
- AA. Protests 18
- BB. Other District Rights..... 19
- 5. PROPOSAL FORMAT AND CONTENT 19**
 - 5.1. General..... 19
 - 5.2. Required Components of the Proposal..... 19
 - 5.2.1. Required Format of Proposals 20
 - 5.2.2. Required Content of Proposals 21
- 6. PROPOSAL EVALUATION AND CONTRACT AWARD 24**
 - 6.1. General..... 24
 - 6.2. Evaluation Procedures 25
 - 6.2.1. Evaluation Criteria for Written Proposals..... 25
 - 6.2.2 Evaluation Criteria for Interview/Presentations- Class 1- Local 27
 - Government Legislative and Lobbying Services Provider 27
 - 6.2.3 Evaluation Criteria for Interviews /Presentations- Class 2-Community Engagement and Partnership Services . 28
 - 6.3 Contract Award 29
- Appendix A: Scope of Services..... 30
 - A.1 Scope of Services – Class 1 Local Government Legislative and Lobbying Services..... 30



A.2	Scope of Services – Class 2 Community Engagement and Partnership Building Services	32
	Appendix B: Cost Proposal.....	35
	Appendix C: Authorization to Contract	36
	Appendix D: Additional Information-Supporting Documents	37
	Appendix E: List of Exhibits.....	38
	EXHIBIT A: Non-Collusion Affidavit	39
	EXHIBIT B: Certificate of Non-Discrimination	40
	EXHIBIT C: Completed Confidentiality Agreement	41
	EXHIBIT D: Acknowledgement of All Addenda Issued By The District.....	42
	EXHIBIT E: Exceptions and Deviations to the Standard Form Agreement.....	43
	EXHIBIT F: Certification of Small, Local, Emerging, And Disabled Veteran Business (SLEDV)	44
	EXHIBIT G: Russian Economic Sanctions Certification	45
	EXHIBIT H Professional Services Agreement	46



1. INTRODUCTION

1.1. Purpose of RFP

The District is seeking to establish a Bench of one or more local lobbyists and community outreach firms for legislative and community partnership and engagement advocacy services. This Bench of providers will assist the Los Angeles Community College District in achieving its local advocacy priorities. These priorities include but are not limited to increasing LACCD funding and services, bolstering higher education policy, enhancing its community engagement, and increasing its community partnerships within and outside of the LACCD service area. The contractor(s) shall also assist the District in its long-range planning for organizational and institutional development in crafting and implementing strategic plans and expanding its government and community advocacy outreach activities.

Proposers may submit proposals for one, or both classes outlined in the RFP Appendix A, "Scope of Services" as follows:

A.1 Class 1 Local Government Legislative and Lobbying Services

A.2 Class 2 Community Engagement and Partnership Building Services

1.2. About the District

The District was organized in 1969 and is governed by an elected Board of Trustees and is part of the statewide California Community College system. Members of the Board of Trustees are elected at large to serve four-year terms. LACCD serves a highly diverse, multiracial, and multi-lingual geopolitical area of approximately five million people in 2023 in roughly 900 square miles of the County of Los Angeles, including 36 cities and unincorporated communities, including the City of Los Angeles. The District extends from the San Fernando Valley and Sylmar areas north of metropolitan Los Angeles, down to the Port of Los Angeles in the south; from the "west side" of Los Angeles, over to the eastern side of Los Angeles into Boyle Heights and the San Gabriel Valley. The District's nine colleges provide comprehensive, lower-division general education (the traditional first two years of a four-year degree) for transfer; education pathways for two year certificates or Associate's degrees; occupational education; credit and non-credit instructional programs and Adult Education to meet the needs of the surrounding communities; Career Education and Strong Workforce jobs training education; citizenship classes; and, in some instances, four-year Bachelor's degree programs and other lifelong learning opportunities. The colleges receive accreditation, subject to renewal, from the Accrediting Commission for Community and Junior Colleges (ACCJC). The nine colleges are: Los Angeles City College, East Los Angeles College, Los Angeles Harbor College, Los Angeles Mission



College, Los Angeles Pierce College, Los Angeles Southwest College, Los Angeles Trade-Technical College, Los Angeles Valley College and West Los Angeles College and all are fully accredited. The colleges range in size from about 22 acres (Los Angeles Trade-Technical College) to more than 450 acres (Los Angeles Pierce College). Facilities include newly constructed classroom and instructional laboratory buildings, learning resource centers (libraries with specialized learning/tutoring centers) as well as original instructional buildings, parking structures, maintenance yards, athletic fields, and gymnasiums. Some of the colleges, like Los Angeles Trade-Technical College, founded in 1925, pre-date the District and were brought into the District. Others were created and built as the District expanded to its current configuration. The District's 2023-2024 Fiscal Year budget, found online, [here](#), is from all funds and sources is \$10.4 billion, of which \$8.5 billion is for the District's capital improvement and construction program, "BuildLACCD."

In Fall 2023 the District employed more than 6,200 full-and part-time personnel and served over 170,000 full-and part-time students in the 2022-23 academic year. More information about the District and its colleges can be found online, [here](#). The student population of the LACCD is ethnically diverse with 60 percent Hispanic/Latinx, 16 percent White, 9 percent African American, 8 percent Asian, and 2 percent Multi-Ethnic. More detailed information about LACCD students can be found online, [here](#). In the 2022-23 Academic Year, the District conferred nearly 35,000 awards to students, including two-year degrees, degrees for transfer, and credit and non-credit certificates of achievement. The District maintains an active free-tuition program, the Los Angeles College Promise (LACP), available to all first-time, full-time students, regardless of age, race/ethnicity, or demographic background. Since its inception in 2017, over 30,000 students have participated in this program and about 7,500 LACP students are enrolled in LACCD colleges in the 2022-2023 academic year.

2. GENERAL GOALS AND SCOPE OF SERVICES

2.1. General Goals

The District welcomes a diverse pool of proposers to respond to the Request for Proposal as outlined above, with a strong preference for those with a demonstrable history of providing support to individuals and communities from diverse backgrounds, especially in service to educational institutions and higher education. This includes those firms that have received LGBTQIA certification by recognized municipal agencies.

2.2. Scope of Services

Please refer to Appendix A, Scope of Services.



2.3. Term of Contract

Any contract awarded pursuant to this RFP solicitation shall be for a contract period up to three (3) years. The contract may be renewed for up to two (2) additional one (1) year terms for a maximum of five (5) years, upon mutual consent of the parties or unless terminated earlier in accordance with the provisions specified in the District's Standard Agreement.

3. GENERAL INFORMATION AND GUIDELINES

3.1. District Contact Person

Marcia Webb
Procurement Specialist
Los Angeles Community College District
Procurement Unit, 6th Floor
770 Wilshire Boulevard
Los Angeles, CA 90017-3719
TEL: 213.891.2288
email: WEBBMS@LACCD.EDU

3.2. Internet Access to this RFP

All materials related to the RFP will be available on the internet at:

<http://www.laccd.edu/Departments/BusinessServices/Contract-Services/Pages/Bids-And-Proposals.aspx>

A Respondent who chooses to download an RFP solicitation will be responsible for checking the aforementioned website for clarifications and/or addenda.

Failure to obtain clarifications and/or addenda from the website shall not relieve Respondent from being bound by any additional terms and conditions in the clarifications and/or addenda, or from considering additional information contained therein in preparing your Proposal.

Note: There may be multiple clarifications and/or addenda. Any harm to the Respondent resulting from such failure shall not be valid grounds for a protest against award(s) made under the solicitation.

All Respondents are responsible for obtaining all RFP materials.



3.3. Unauthorized Communications

Proposers shall not, prior to Award, contact or communicate, either verbally or in writing, with any of the following persons (other than the person named above) for the purpose of discussing the requirements of the RFP Documents or the RFP process: (1) any trustee, officer, employee, or representative of the District; or (2) any consultant, or employee of a consultant, providing the District with assistance, advice, or professional services relating to the matters covered by the RFP Documents or who is involved in any aspect of the RFP evaluation or scoring processes. Unauthorized communication by a Proposer in violation of the foregoing may result in disqualification.

3.4. Interested Parties

Providers who are advisors to the District in respect to the RFP process are not allowed to submit, or participate in submission of, Proposals. A Proposer shall not participate in, or be "interested in," more than one Proposal. For purposes of this paragraph, "interested in" means having a managerial or financial interest in another Proposer or a Subcontractor to another Proposer. Notwithstanding the foregoing, a Subcontractor may be proposed as a subcontractor to more than one Proposer.

3.5. Proposer Clarifications

Without limitation to the District's rights relating to the conduct and content of Negotiations, the District reserves the right, but assumes no obligation to, at any point in the RFP process to contact a Proposer directly, without notice to other Proposers, for purpose of obtaining clarifications of, or to address minor irregularities, informalities, or apparent clerical mistakes in, a Proposal ("Proposer Clarifications"). Where the District determines that there is a need and justification for seeking Proposer Clarifications, the District may request Proposer Clarifications from some Proposers and not other Proposers. If Proposer Clarifications are sought from all Proposers, the questions asked maybe different for each Proposer.

3.6. False Information

In addition to and without limitation upon any other requirements of the RFP Documents, the District reserves the right, but assumes no obligation, to disqualify any Proposer and reject any Proposal should the District determine that any information submitted by the Proposer is false, incorrect, or materially incomplete.

3.7. District Confirmation



The District reserves the right, but assumes no obligation, to confirm through any means available to the District the truth, accuracy, or completeness of any information contained within the resumes or other information submitted by a Proposer or communicated by a Proposer or a Subcontractor during face-to-face communications with the District or its representatives or consultants administering the RFP process.

3.8. Joint Offers

The District will only contract with a single firm for the services requested by the RFP. However, a single proposal from two (2) or more firms proposing jointly may be considered. The proposal should be submitted on a prime-subcontractor arrangement in order to be considered. One firm must declare that it is the 'Prime' contractor and that it assumes all responsibility for the implementation of the services and the other as the "Subcontractor" and shall be designated by the prime to do discrete services or portions of the Statement of Work. Proposals submitted by multiple firms doing business as joint ventures will not be considered.

3.9. District Determinations

The District shall have the right to make all determinations and interpretations relating to the RFP Documents or the RFP process, including, without limitation, any Proposer's compliance with the RFP Documents or its qualifications to participate in the RFP process, and all such determinations shall be final and binding.

4. INSTRUCTIONS AND GENERAL CONDITIONS

4.1. RFP Instructions and General Conditions

This RFP contains the instructions and conditions governing the requirements for a proposal to be submitted by an interested Proposer, the format in which the proposal is to be submitted, the material to be included therein, and the requirements that must be met. Each Proposer should carefully examine the entire RFP and be fully aware of the nature and quality of the services sought by "DISTRICT" as well as the conditions in providing such services.

PROPOSALS MAY BE REJECTED AS NON-RESPONSIVE IF THE PROPOSER FAILS TO FULLY COMPLY WITH ANY OR ALL OF THE INSTRUCTIONS OR CONDITIONS SET FORTH IN THIS RFP.



A. RFP Schedule

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The District reserves the right, at any time to make adjustments in the form of additions, modifications or deletions to the RFP schedule. Such adjustments, if any shall be made by RFP Addendum. References in the RFP Documents to the RFP Schedule or to date in the RFP Schedule shall mean the RFP Schedule as so adjusted.

B. Proposal Submission

The proposer shall submit to the District one (1) printed original and seven (7) copies of its proposal, together with one (1) copy of a USB drive containing an electronic version of the proposal in Microsoft Word format, addressing each of the items in this RFP and must be received by the District no later than 2:00 p.m. on Friday, August 2, 2024. One of the copies shall be marked "Original" and contain wet-ink signatures in all locations requiring signatures. The remaining copies do not require signatures.

Proposals are to be enclosed in a sealed package displaying the proposer’s name and California Secretary of State Certificate of registration with the words: "PROPOSAL RESPONDING TO RFP 24-07: "Local Government Legislative and Lobbying Services and Community Engagement and Partnership Building Services".



Mail or deliver proposals to:

*Los Angeles Community College District
770 Wilshire Blvd, 6th Floor
Los Angeles, California 90017
Attention: Marcia Webb
Procurement Specialist*

Proposals must be received by 2:00 p.m., PST on **Friday, August 2, 2024**. Any proposals received after the time and date above may at the District's sole discretion of the District, be returned unopened or set aside without consideration.

Delivery of the proposal by the specified deadline is the sole responsibility of the Proposer. If hand delivered, ample time should be scheduled for delays caused by downtown Los Angeles area traffic and parking.

The District does not provide parking accommodations to proposers submitting proposals.

The District shall not be responsible for, nor accept as a valid excuse for late proposal receipt, any delay in mail service or other method of delivery used by the Proposer except where it can be established that the District was the sole cause of the late receipt.

Proposals submitted via fax, telephone or email will not be accepted.

All proposals must be provider offers subject to acceptance by "DISTRICT" and may not be withdrawn for a period of 180 calendar days following the Proposal Submission Deadline. Proposals may not be amended once submitted to "DISTRICT", except as permitted by "DISTRICT."

C. Meeting RFP Specifications

The services offered by the Proposer must meet the specifications as described in this RFP. The District reserves the right to reject as non-responsive any proposal that does not meet the specifications as described in this RFP.

D. Proposed Information to be Accurate, Complete and Valid

The Proposer must provide information including, but not limited to, fees for all offered services based on the scope of services, which is set forth in Appendix A – Scope of Services.



Failure to do so may invalidate the proposal. The price must be accurate, complete and must be valid for the term of the agreement. The Proposer is responsible for the accuracy of the proposal submitted, and no allowance will be made for error or fee increases that the Proposer later alleges are retroactively applicable.

E. Authorized Signatures

Exhibits A through G must all be signed by the Proposer's authorized signatory and must be submitted by the Proposer in a sealed envelope along with its proposal. The District is unable to accept any proposal submitted without these statements completed and signed by the Proposer's authorized signatory.

F. Authorization to Do Business

All Proposers **must be authorized to do business in California**. If a Proposer is a sole proprietorship or partnership, the Proposer should furnish with its proposal a copy of a current business license issued in California. **If the Proposer is a corporation, it must be approved by the California Secretary of State to do business in California as shown by it having an "ACTIVE" status listed on the California Secretary of State website as of the date of submission of the proposal. The Proposer shall provide the corporate number issued by the Secretary of State with its proposal.**

Each Proposer is required to possess at the time of submitting its Proposal, and at all times during the RFP process (and, in the case of the Proposer that receives an award, at the time of award, upon execution of the Agreement, and at all times during the performance of the Agreement) any licenses required by Applicable Law for the performance of the Agreement.

G. Requirements

The Proposer shall be responsible for becoming familiar with the scope of services required by the District as set forth on pages of this RFP, and shall rely solely upon his or her own independent judgment, and not upon any statements or representations made by the District, whether express or implied. The failure or omission of any Proposer to acquaint himself or herself with the service requirements of the District shall in no way relieve any Proposer from any obligation with respect to this proposal or to the resulting agreement. The submission of a proposal shall be taken as *prima facie* evidence of compliance with this section.



H. Questions about RFP

Questions are to be submitted in writing by email to Marcia Webb, at email address: webbms@laccd.edu on or before **2:00 p.m. Pacific Standard Time, Friday, July 19, 2024. Please include "RFP 24-07 – Questions for "Local Government Legislative and Lobbying Services and Community Engagement and Partnership Building Services" in the subject line.**

Proposers are asked to submit all questions in writing by the questions deadline. The District shall not be obligated to answer any questions received after the above deadline or submitted in a manner other than as instructed above.

Written responses will be posted on the website:
<http://www.laccd.edu/Departments/BusinessServices/Contract-Services/Pages/Bids-And-Proposals.aspx>

Proposers are instructed not to contact District personnel or its agents in any other manner concerning this RFP. Unauthorized contact, at District's sole discretion, will be grounds for disqualification of a proposer.

I. RFP Addenda

If it becomes necessary for "DISTRICT" to revise any part of this RFP or to provide clarification or additional information after the proposal documents are released, written addenda will be posted at the following website address:
<http://www.laccd.edu/Departments/BusinessServices/Contract-Services/Pages/Bids-And-Proposals.aspx>

It shall be the responsibility of the Proposer to check the website or to appropriately inquire with "DISTRICT" for any addenda issued. All addenda issued by DISTRICT shall become part of the RFP and the Proposer shall acknowledge, in writing, receipt and incorporation of all addenda and clarifications in its response. Specifically, Proposer's acknowledgement of the addenda must be declared in the proposal in Exhibit D.

Failure of the Proposer to receive addenda shall not relieve the Proposer from any obligation under its proposal as submitted. The Proposer shall identify and list in its proposal all addenda received and included in its proposal. The Proposer's failure to identify and list in its proposal all addenda received and included in its proposal may be asserted by the "DISTRICT" as a basis for determining a proposal as non-responsive.



J. Interpretation of Documents

If any person contemplating submitting a proposal for the services proposed herein is in doubt as to the true meaning of any part of the proposal documents, or finds discrepancies in, or omissions from the documents, he/she may submit to the District a written request for an interpretation of correction thereof. The person submitting the request will be responsible for its prompt delivery. Any interpretation or correction of the proposal documents will be made only by addendum duly issued and a copy of such addendum will be mailed or delivered to each person receiving a set of the proposal documents. No person is authorized to make any oral interpretation of any provision in the proposal documents to any Proposer, and no Proposer is authorized to rely on any such unauthorized oral interpretation.

K. Withdrawal/Proposal Irrevocable for 180 Days

A Proposer may withdraw its proposal at any time before the submittal deadline by sending the District a request in writing from the same person who signed the submitted proposal. As of the deadline for submittal, any proposal received by the District and not withdrawn becomes an irrevocable offer available for acceptance by the District immediately and for **one hundred and eighty (180)** days thereafter. The Proposer is responsible for the accuracy of the proposal submitted, and no allowance will be made for errors or price increases that the Proposer later alleges are retroactively applicable.

L. Exemption from Disclosure

Proposals will remain confidential in their entirety until the evaluation and analysis process is complete and a recommendation of an award has been approved by the District Board of Trustees. All proposals submitted will become the property of the District. The Proposer must identify, in writing, all copyrighted material, trade secrets, or other proprietary information that the preparer claims are exempt from disclosure under the Public Records Act (California Government Code Section 6250 et seq.). Any Proposer claiming such an exemption must also state in the proposal that "the provider agrees to indemnify and hold harmless the Los Angeles Community College District, its Board of Trustees, Los Angeles Valley College, Los Angeles City College, East Los Angeles College, Los Angeles Harbor College, Los Angeles Mission College, Pierce College, Los Angeles Southwest College, Los Angeles Trade-Technical College, West Los Angeles College, and its officers, employees and agents, from any claims, liability, or damages against, and to defend any action brought against above said entities for their refusal to disclose such material, trade secrets, or other proprietary information by any party." Failure of a



proposal to include such a statement will be deemed a waiver of any exemption from disclosure under the California Public Records Act. A blanket statement that all contents of the proposal are confidential or proprietary will not be honored by the District. The Proposer's identification of a document as "proprietary" or "confidential" does not automatically confer exclusion from disclosure under the California Public Records Act.

M. Pre-Contractual Expenses

Pre-contractual expenses are defined as any expenses incurred by the Proposer to: (1) Prepare its proposal in response to this RFP; (2) Submit that proposal to "DISTRICT"; (3) Negotiate with "DISTRICT" on any matters related to this RFP, including a possible contract; and (4) Engage in any other activity prior to the effective date of award, if any, of a contract resulting from this RFP. "DISTRICT" shall not, under any circumstance, be liable for any pre-contractual expenses incurred by Proposers. All expenses including, but not limited to, pre-contractual expenses incurred by the Proposer in preparing the proposal shall be borne and paid for solely by the Proposer and shall not be included in their offers.

N. Subcontractors

Proposers are permitted to provide for a portion of the Basic Services to be performed by one or more consultants or contractors retained by the Proposer (collectively, "subcontractor") provided that each subcontractor proposed to be used is identified in the Proposal by name, contact person, telephone number, email address, and a description of the portion of Basic Services to be performed by the subcontractor.

O. Immaterial Defect in Proposal

The District may waive any immaterial deviation or defect in a proposal. The District's waiver shall in no way modify the RFP documents or excuse the Proposer from full compliance with the RFP if awarded the contract.

P. Oral Communications

Any oral communication by the District Contact Person or his/her designee regarding this RFP is not binding and shall in no way modify the RFP or the obligations of the District, Proposer and/or Contractor.



Q. RFP as Part of Final Contract

At the District's discretion, the content of this RFP may be incorporated into the final contract.

R. Proposed Contract

The Proposer(s) selected for contract award through this RFP shall be required to enter into a written agreement with the District. The Standard Agreement for professional services presented in Exhibit G of this RFP is the contract proposed for execution. It may be modified to incorporate other pertinent terms and conditions set forth in this RFP, including those added by addendum, and to reflect the Proposer's offer or the outcome of contract negotiations, if any.

Exceptions and requested changes to the terms and conditions of the Standard Agreement, or the Proposer's inability or unwillingness to comply with any of the provisions of the Standard Agreement, must be declared in the proposal and will be considered as part of the proposal evaluation process.

S. Exceptions/Deviations

Any exceptions to, deviations from, or inability to comply with the requirements set forth in this RFP, or the terms and conditions contained in the Professional Services Agreement, must be declared in writing in Exhibit E within the proposal; and failure to do so will prevent Proposer from asserting its inability to comply with the terms or conditions later on. **Such exceptions or deviations must be segregated as a separate element of the proposal under Exhibit E - "Exceptions and Deviations to Professional Services Agreement."** The District will make a good faith effort to consider contractual issues identified by providers and "DISTRICT" requires all proposing providers to similarly make a good faith effort to comply with the District's sample agreement terms and conditions.

Proposals that mandate the use of provider standard services contract, rather than utilizing the District's standard services contract will result in the provider's proposal being judged non-responsive and their proposal will be rejected.

Proposals that reject the following integral provisions of the District's contract terms and conditions will be treated as a rejection of the District's contract and these proposals will be rejected.



- Section 5 - Term of Agreement
- Section 16 - Governing Law
- Section 17 - Non-Discrimination
- Section 20 - Board Authorization
- Section 25 - Requirements for Federally Funded Contracts
- Section 26 - Family Educational Rights Privacy Act (FERPA)
- Section 28 - Accessibility Requirements

The Proposer's attention is directed to sections 12 and 13 of the Professional Services Agreement, which specify the indemnity clause and the minimum insurance requirements that must be met by the successful Proposer. The Proposer's inability or unwillingness to meet these requirements as a condition of the award of an Agreement must be stated as an exception in the proposal.

Exceptions or deviations which are in conflict with the District's terms and conditions may render the proposal non-responsive. In the event that exceptions and deviations to the Professional Services Agreement are requested after the contract has been awarded, the District may deem the proposal non-responsive and may disqualify the proposal at its discretion.

T. No Commitment to Award

Issuance of this RFP and receipt of proposals does not commit "DISTRICT" to award a contract. "DISTRICT" expressly reserves the right to postpone proposal opening for its own convenience, to accept or reject any or all proposals received in response to this RFP, to negotiate with more than one provider concurrently, or to cancel all or part of this RFP.

U. No Agreement Until Signed

No agreement with the District is effective until both parties have signed a contract and the District's Board of Trustees has authorized the contract.

V. News Releases

News releases pertaining to any award resulting from this RFP may not be made without the prior written approval of the District.



W. Use of District Employee's Names

The successful Proposer must agree not to use the names, office phone numbers, email addresses, and/or addresses of District employees for any purpose not directly related to this RFP.

X. Adjustments to Contract

All adjustments shall be proposed in writing by the District for approval prior to becoming effective. All required contract amendment(s) shall be issued by the District.

Y. Contractor Evaluation

Contractors (and its subcontractors, if applicable) will be evaluated periodically regarding their performance.

Z. Termination or Cancellation

The District reserves the right to terminate any contract awarded through this RFP by providing six (6) months written notice to the Contractor.

AA. Protests

Any Proposer that has provided a proposal to the District may protest the solicitation or award of a contract for violations of "DISTRICT'S" procurement policies or of laws and regulations governing "DISTRICT'S" procurement activities, provided the proposer has complied with PP-04-09, Bid Protest and Appeals.

In order to be considered, all protests must be in writing and filed with and received by "DISTRICT", not more than five (5) business days following the date of issuance of the District's Notice of Intent to Award with the contact below. **Protests received by "DISTRICT" after this date will be returned to the sender.**

The protest letter must state the basis for the protest and the remedy sought and should be addressed to:

Valencia M. Moffett
Director of Business Services or designee
Los Angeles Community College District
770 Wilshire Blvd, 6th Floor
Los Angeles, CA 90017



Failure to timely file the proposal protest shall constitute grounds for the District to deny the proposal protest without further consideration of the grounds stated therein.

BB. Other District Rights

The rights, powers, and discretion expressly conferred upon the District under the RFP Documents are not intended to be exclusive but are cumulative and in addition to, and not a substitute for, every other right, power, or discretion existing or available to the District under the RFP Documents or Applicable Laws.

5. PROPOSAL FORMAT AND CONTENT

5.1. General

The proposal should provide a straightforward, concise description of the proposer's ability to satisfy the requirements of this RFP. Emphasis should be placed on conformance to the RFP instructions, on responsiveness to the RFP requirements, and on completeness and clarity of the proposal's content.

This RFP and the selected proposal response will become a part of any Agreement that is executed as a result of this RFP between the District and the Contractor. Any proposal attachments, documents, letters and materials submitted by the proposer shall be binding and may be included as part of any final Agreement.

Each provider submitting a proposal must follow the instructions contained in this RFP in preparing and submitting its proposal. The proposing provider is advised to thoroughly read and follow all instructions. A proposal must contain all of the information in the order and format indicated below. All terms and conditions set forth in this RFP will be deemed to be incorporated by reference in their entirety into any response submitted by your provider.

Failure to comply with the rules/format set forth herein may result in rejection of the RFP response.

All proposals received and any information contained therein, are subject to disclosure in accordance with the California Education Code. Interested providers must respond to all of the questions listed below.

5.2. Required Components of the Proposal



5.2.1. Required Format of Proposals

In order to adequately compare and evaluate proposals objectively, all proposals ***must*** be submitted in accordance with the format below. Failure to comply with the rules/format set forth herein may result in rejection of the RFP response.

In your proposal please respond to each question by repeating the question at the top of the section and referring to the question by the numbers used in this RFP.

Proposals are to be submitted in 8 1/2" x 11" size, typed in a font size no less than 12 and submitted in paper form, single-sided, bound with a simple method of fastening. Lengthy narrative is discouraged; presentations should be brief and concise and not include extraneous or unnecessarily elaborate promotional material.

Sections should be separated by labeled tabs and organized in accordance with subject matter sequence as set forth below. Each page of the Proposal must be numbered in a manner so as to be uniquely identified. Proposals must be clear, concise and well organized.

Supplemental technical information, product literature, and other supporting materials that further explain or demonstrate Provider's capabilities may also be included as addenda to a submitted proposal.

Proposers should use the following outline in organizing the contents of their proposals. (See details in Section 5.2.2)

- Cover Page
- Transmittal Letter
- Table of Contents
- Specifications of Scope of Services
- Reference Letters

Appendices

- Appendix A – Scope of Services
- Appendix B – Cost Proposal
- Appendix C - Authorization to Contract
- Appendix D - Additional Information
- Appendix E - Mandatory Documents to be Submitted in Response

Failure to comply with the rules/format set forth herein may result in rejection of the RFP response.



5.2.2. Required Content of Proposals

1. Cover Page

A cover page with the Proposer's name, the title, "RFP 24-07: Local Government Legislative and Lobbying Services and Community Engagement and Partnership Building Services and submission due date and time. The Proposer should provide the corporate number issued by the California Secretary of State. (Please see 4.F Authorization to Do Business)

2. Transmittal Letter

The letter of transmittal must, at a minimum, contain the following:

- Identification of the offering vendor(s), including name, address email address and telephone number;
- An acknowledgement of RFP addendum and/or addenda, if any;
- Name, title, address, telephone number and email address of contact person during period of proposal evaluation
- A statement that the proposal shall remain valid for a period of not less than six (6) months, (180 days), from the due date for submittal
- Identification of any information contained in the proposal which the proposer deems to be, and establishes as, confidential or proprietary and wishes to be withheld from disclosure to others under the California Public Records Act

A blanket statement that all contents of the proposal are confidential or proprietary will not be honored by the District.

- Signature of a person authorized to bind the offering provider to the terms of the proposal
- Name and address of operating provider, names of owners or principals of the provider. Also, include a completed W-9.

3. Table of Contents

Immediately following the transmittal letter include a complete table of contents for material included in the proposal, including page numbers.



4. Response to Specifications and Scope of Services

A. Proposals and Related Experience

This section should establish the ability of the proposer to satisfactorily perform the required work by reasons of: demonstrated competence in the services to be provided; nature and relevance of similar work recently completed for other clients; record of meeting schedules and deadlines on other projects; competitive advantages over other firms in the same industry; strength and stability as a business concern; and supportive client references. Information should be furnished for both the proposer and co-lobbyists included in the offer.

Specifically include:

- Background information about your firm, including date of founding, legal form (sole proprietorship, partnership, corporation/state of incorporation), number and location of offices, principal lines of business, number of employees and other pertinent data. Disclose any conditions (e.g., bankruptcy or other financial problems, pending litigation, planned office closures, impending merger) that may affect your firm's ability to perform contractually. Certify that the firm and its principals are not debarred, suspended, or otherwise declared ineligible to contract by any federal, state, or local public agency, or declare and explain any such status.

B. Proposed Staffing and Project Organization

This section should discuss the staff of the proposing firm who would be assigned to work for the District. Demonstrate that the firm has professional personnel, by identifying the key parties to perform under contract with the District and by providing their resumes. Please indicate years of experience both on a firm and an individual basis.

The evaluation will consider amongst other factors length of practice, education, training, relevant experience and longevity with the firm.

C. Work Plan

This section should describe how the proposer would perform the scope of services to the satisfaction of the District. Specify what resources would be expected and/or required from the District, such as a central point of contact, workspace, equipment, and information. If the proposer is applying for Class 1 of this RFP, the firm should demonstrate its knowledge and experience with California's government-elected officials



and staff, Los Angeles Congressional delegations, and California State and local government officials, agencies, and representatives, as identified in Appendix A.

If the proposer is applying for Class 2 of this RFP, the firm should demonstrate its knowledge and experience working with local, statewide, and national community-based and nonprofit organizations and public and private agencies as identified in Appendix A of this RFP.

The Work Plan should also include information on the process by which the firm identifies areas of concern and also follow up on any requested assignments, surveys or research projects. Also, describe how this information will be communicated to the District Chancellor and his designee, and evidence of the ability to effectively communicate the results.

5. References

Provide a minimum of four (4) Reference Letters from clients.

List of business clients—especially community colleges and school districts—to which your firm has provided similar services in the past three years. Specifically, include the following: name and address of organization, description of work and date performed, contact name/title/phone numbers/email address.

6. Appendices to be Included in Proposal

1. Appendix A – Scope of Services

2. Appendix B - Cost Structure - All Proposers are required to use Appendix B, Cost Proposal to be submitted with their Proposal. Proposals shall be valid for a minimum of 180 days following submission

- Overview: This section should disclose all charges to be assessed the District and to be generated from the District's Scope of Services.
- Quote on a monthly retainer rate for completing all requirements outlined in the Scope of Services.

3. Appendix C – Authorization to Contract. Provide pages as necessary. Provide either an excerpt from your Corporate Resolution, Certificate of Secretary, or correspondence from the Chief Executive Officer or chairperson attesting that the individual signing the proposal has the authority to make binding representations on behalf of the financial institution.



4. Appendix D - Furnish as appendices those supporting documents (e.g., certificates of insurance, staff resumes; include a completed W-9, Request for Taxpayer Identification Number) requested in the preceding instructions. Any other additional information you deem essential to a proper evaluation of your proposal and which is not solicited in any of the preceding sections.

5. Appendix E – Mandatory Documents to be Submitted in Response

1. Completed and signed Non-Collusion Affidavit (Exhibit A)
2. Completed and signed Certificate of Non-Discrimination (Exhibit B)
3. Completed Confidentiality Agreement (Exhibit C)
4. Acknowledgement of all addenda issued by the District (Exhibit D)
5. Completed and signed Exceptions and Deviations (Exhibit E)
6. Completed and signed Small, Local, Emerging Disabled Veterans (Exhibit F)
7. Completed and signed Russian Economic Sanctions Certification (Exhibit G)

Proposers are cautioned, however, that this does not constitute an invitation to submit large amounts of extraneous material; appendices should be relevant and brief.

GRACE PERIOD FOR MISSING OR INCORRECT FILING OF EXHIBITS "A" THROUGH "G":

In the event that a Provider fails to submit all or any part of items (a) through (g) above with its submission or if any submitted item is incomplete or incorrect, the Contracts Unit will notify the Provider and the Provider shall have an additional three (3) business days to submit the missing item to the Contracts Unit. Failure to submit the missing item will result in the disqualification of the Provider if the mandatory item is missing entirely. Failure to complete or correct a mandatory item will result in the Provider's Proposal being considered in the form in which it was originally submitted. Failure to submit mandatory items after the grace period will result in the proposal being deemed non-responsive.

6. PROPOSAL EVALUATION AND CONTRACT AWARD

6.1. General

All proposals received in accordance with these RFP instructions will be evaluated to determine if they are complete and meet the requirements in this RFP. An award will be made to the Proposer(s) judged to be the most advantageous to the District. The District expressly reserves the right to protect and make no award under this RFP.



Request for Additional Information

During any phase of the evaluation the District may require supplemental information in order to fairly evaluate a Proposer's offer. For this purpose, the District may request such information, including a best and final offer, from the Proposer after the initial submittal. If such information is required, the Proposer will be notified and be permitted a reasonable period of time to submit the information.

6.2. Evaluation Procedures

A Screening and Evaluation Panel consisting of District staff and/or outside associates will review, analyze, and evaluate each proposal. The Evaluation Panel will rank the proposals based on the Written Proposal Scoring Criteria listed below to identify the top five (5) highest ranking proposals from each class.

The Evaluation Panel may have the top five (5) highest rated proposals participate in interviews/presentations from each class. If interviews take place, the proposals will be re-scored based on the Evaluation Criteria for Interviews/Presentations noted below to determine which firm(s) will be selected to serve on the Bench.

At the approval of the Evaluation Panel, a recommendation for inclusion on the Bench will be made to one or more successful proposers from each class, and the proposed Contract(s) with the selected Firm(s) will be submitted to the District's Board of Trustees for approval. The Contract(s) will be executed, and notice(s) to proceed will be issued after Board approval.

6.2.1. Evaluation Criteria for Written Proposals

Proposers may apply for one or both categories noted in Appendix A, sections A.1 and A.2.

Proposals will be evaluated in accordance with your response to the criteria outlined in Appendix "A" Scope of Services. Proposals will also be evaluated for innovativeness, specificity, completeness, demonstrated knowledge of and successful local government and community engagement and advocacy efforts, general knowledge of higher education policy efforts and the Los Angeles Community College District, relevant experience and experience of personnel, and estimate of fees.

Using numerical scoring techniques, proposals will be evaluated by the District against the factors specified below. The relative weights of the criteria are based on a 100-point scale, as listed below.



CRITERIA FOR WRITTEN PROPOSAL SCORING	
Criteria based on the required components of the proposal	Points possible
Proposer Experience, Scope and Demonstrated Success	25
Cost/fees	20
Proposed Staffing and Project Organization	20
Reference Letters	15
Work Plan Organization	10
Small, Local, Emerging, Disadvantaged, Veteran (SLEDV)	10
TOTAL POSSIBLE POINTS	100 pts



6.2.2 Evaluation Criteria for Interview/Presentations- Class 1- Local Government Legislative and Lobbying Services Provider

If virtual interviews/presentations are conducted, these will be evaluated by the District against the factors specified below. The relative weights of the criteria are based on a 100-point scale and are listed below.

CRITERIA FOR INTERVIEW/ PRESENTATION – APPENDIX A.1 -CLASS 1	Points possible
Strength of Relationships with Key Policymakers (local, state, and federal) and Higher Education Staff	25
Staffing Considerations	25
Experience with higher education policy and local advocacy issues.	20
Responsiveness to Questions	10
Familiarity with the Los Angeles County	10
Familiarity with the District and its nine colleges	10
TOTAL POSSIBLE POINTS	100 pts



6.2.3 Evaluation Criteria for Interviews /Presentations- Class 2- Community Engagement and Partnership Services

If virtual interviews/presentations are conducted, these will be evaluated by District against the factors specified below. The relative weights of the criteria are based on a 100-point scale and are listed below.

CRITERIA FOR INTERVIEW/ PRESENTATION- APPENDIX A.2 - CLASS 2	Points possible
Experience and demonstrated success with establishing local organizational partnerships	25
Experience and strength of relationships with key community leaders, private sector agencies, and business organizations	20
Strength of affiliations with educational and local, statewide, and national nonprofit organizations	20
Staffing considerations	15
Familiarity with the District and its nine colleges	10
Familiarity with the Los Angeles region	10
TOTAL POSSIBLE POINTS	100 pts

The District reserves the right to reject any and all proposals, cancel all or part of this RFP, waive any minor irregularities, to request additional information from proposing organization and to change the evaluation process described above if circumstances are in the best interests of District to do such.

In the event a proposal(s) is rejected or the proposal’s offer is not rejected but does not result in a contract award, District shall not be liable for any costs incurred by the proposer in connection with the preparation and submittal of the proposal. By requesting proposals, the District is in no way obligated to award a contract or pay expenses of the proposing institution in connection with the preparation or submission of a proposal.



6.3 Contract Award

It is the intent of the District to award a contract or contracts as the result of this RFP to the highest ranked proposer(s). This may lead to one provider or multiple firms awarded contract (s) at the District's discretion. However, the District reserves the right to apportion the requirements of this RFP among multiple providers or to apportion all the services described in this RFP to a single provider if this is determined to be in its best interests. The District reserves the sole right to make this determination. Any contract issued to a successful proposer is subject to authorization by the District Board of Trustees.

No agreement with the District shall be in effect until a contract has been approved by the Board of Trustees of the Los Angeles Community College District and has been signed by both parties. The responsive proposals receiving the highest combined total scores will be recommended for the award and selected to enter into contract negotiations with the District. If the District cannot come to acceptable contract terms with the vendors within a fixed timeframe that the District will specify, the District will terminate negotiations and move to the next highest-ranked vendors that can provide the services requested in this RFP.

In the event there is a tie-score among one or more proposals, the District can conduct a second interview, in which proposers will answer a pre-selected interview question that has been sealed and kept with the Procurement Staff. The Selection Committee will rank the responses and the highest-ranked Proposal will break the tie. Any contract issued to a successful proposer is subject to authorization by the District Board of Trustees



Appendix A: Scope of Services

The firm or firms selected will be expected to perform or assist in the following performances of the following activities:

A.1 Scope of Services – Class 1 Local Government Legislative and Lobbying Services

- The selected firm or firms must maintain a local presence and have a deep understanding of the economic and political landscape of the Los Angeles county;
- Develop, identify, and recommend potential partnerships with local elected and appointed officials to build partnerships and collaborations that result in support of initiatives that increase college enrollment and enhance college programs that support the District and the students that we serve;
- The selected firm or firms must demonstrate a proven ability to successfully advocate before local governments. This includes monitoring and proposing higher education policy and testifying before local elected bodies and key stakeholder groups.
 - The Los Angeles County Board of Supervisors: Monitor LA County Board of Supervisor meetings and identify County initiatives that support the District’s mission and services.
 - Los Angeles County Cities – Schedule meetings and presentations before City Councils to inform, engage, and establish partnerships with local elected officials in the District educational programs.
 - Los Angeles County School Boards and the Los Angeles County Office of Education – Schedule meetings and presentations before School Boards in the District service area to establish partnerships and increase enrollment from K-12 schools.
 - Los Angeles County Charter Schools – Schedule meetings and presentations before school administrators or Governing Boards in the District service area to establish partnerships and increase enrollment from K-12 schools.
 - Los Angeles County Private Schools - Schedule meetings and presentations before private school administrators or governing boards in the District service area to establish partnerships and increase enrollment from K-12 schools.



- Demonstrate a proven ability to collaborate and coordinate activities on issues concerning Community Colleges, grants, economic development, and local, state, and federal policy;
- Work with the Chancellor, the Board Committee on Legislative and Public Affairs, and the District Legislative and Governmental Relations Officer to propose and implement legislative/policy recommendations to the Board of Trustees, which includes funding/budget and legislative priorities;
- Present an annual legislative and advocacy agenda to the Chancellor, the District Legislative and Governmental Relations Officer, and the Board Committee on Legislative & Public Affairs to ensure appropriate priority for the attainment of annual legislative goals;
- Serve as a key advisor and work with the Legislative and Governmental Relations Officer to monitor the legislative and advocacy processes and opportunities throughout the year and maintain an updated listing of annual advocacy and policy-related priorities and achievements;
- Provide regular written policy and legislative updates specific to the District;
- Conduct weekly calls with District personnel on advocacy updates and issues specific to the District;
- Prepare draft policy and outreach materials for Board members, Chancellor, and District staff for legislative office visits, as well as for the general public;
- Prepare oral and written reports to the Chancellor and the Board committee on Legislative and Public Affairs weekly or as requested;
- Under the guidance of the Legislative and Governmental Relations Officer, develop advocacy, collateral materials, and content (printed and electronic) for use by Board members, Chancellor, and other District personnel;
- Maintain positive and functional working relationships with local legislators and their staff on behalf of the District;



- Respond to inquiries from key policymakers regarding the District's perspective on proposed legislation based on communications with or as directed by the Chancellor and Legislative and Governmental Relations Officer;
- Schedule appointments and coordinate visits with appropriate legislators and their staff regarding legislative/policy opportunities and advocacy issues for the colleges and District as a whole;
- Represent the interests of the District with integrity and professionalism.

A.2 Scope of Services – Class 2 Community Engagement and Partnership Building Services

- Assist the District to maintain a local and regional presence with an understanding of the economic and political landscape of the Los Angeles region;
- Develop, identify, and recommend potential partnerships with local leaders, local, statewide, and national nonprofit organizations, community groups, private and public agencies, and the many communities that make District's stakeholder groups to build partnerships and collaborations that result in support of initiatives and programs supported by the District;
- Advocacy Categories: Promote higher education access and establish partnerships with key stakeholder groups. Demonstrate proven ability to successfully advocate before:
 - Public/Private Agencies such as Southern California Edison, The Gas Company, the Port of Los Angeles, the Los Angeles World Airports, the LA Care Health Plan, LA Metro, the Los Angeles Housing Services Authority (LAHSA), LA 28, etc.
 - Not For Profit, local, statewide, and national Organizations (education and non-educational organizations) and Community-Based Organizations
 - Private Sector Agencies such as professional sports organizations and youth sports organizations
 - Business Organizations (such as the Chambers of Commerce)
 - Key Community Leaders



- Recommend strategies, community programs, and community partnerships that generate enrollment for the District and promote postsecondary education;
- Provide early identification of community issues that may affect the business operations and public policy goals of the District;
- Under the direction of the Legislative and Governmental Relations Officer, represent the District before local community organizations and key community stakeholder groups to hear from stakeholders, provide updates from the District, and engage in meaningful dialogue with attendees;
- Demonstrate proven ability to successfully build community partnerships and local and regional community advocacy with private industries, public/private sector agencies, nonprofit community-based organizations, and community leaders;
- Demonstrate a proven ability to collaborate and coordinate activities with community partners;
- Maintain positive and functional working relationships with community partners on behalf of the District;
- Respond to inquiries from key stakeholders regarding the District's services and programs based on communications with or as directed by the Chancellor and Legislative and Governmental Relations Officer;
- Schedule appointments with appropriate key stakeholders regarding partnership opportunities and advocacy issues for the colleges and District as a whole;
- Work in partnership with the Chancellor and the District Legislative and Governmental Relations Officer to propose and implement an annual community advocacy and community engagement agenda that supports the District and the Board of Trustees goals and priorities;
- Serve as a key advisor and work with the Legislative and Governmental Relations Officer to monitor advocacy processes and opportunities throughout the year and maintain an updated listing of advocacy and partnership priorities and achievements;



- Provide regular written advocacy and community engagement updates specific to the District;
- Conduct weekly calls with District personnel on advocacy and community engagement updates and issues specific to the District;
- Under the guidance of the Legislative and Governmental Relations Officer, develop advocacy, outreach, collateral materials, and content (printed and electronic) for use by Board members, the Chancellor, and other District personnel for community relations visits, as well as for meetings with the general public;
- Prepare reports to the Chancellor and the Board committee on Legislative and Public Affairs weekly or as requested;
- Represent the interests of the District with integrity and professionalism.



Appendix B: Cost Proposal

Provide monthly retainer pricing in accordance with the District’s current requirements, as set forth in section Scope of Services, Appendix A.

It is anticipated that the proposer will use staff with a variety of skills and experience levels in providing the services. The proposer may offer a separate schedule for each type of additional service offered by the proposer.

If pricing is dependent on any assumptions that are not specifically stated in this solicitation, please list those assumptions accordingly on a separate spreadsheet and show detailed pricing.

NAME OF FIRM:					
Job Class (Principal, Senior, Junior, Clerical, etc.)	Current Employee (e.g. John Smith)	Monthly Retainer Rate Class 1	Monthly Retainer Rate Class 2	Total Monthly Rate	Comments



Appendix C: Authorization to Contract

Provide pages as necessary. Provide either an excerpt from your Corporate Resolution, Certificate of Secretary, or correspondence from the Chief Executive Officer or chairperson attesting that the individual signing the proposal has the authority to make binding representations on behalf of the financial institution.



Appendix D: Additional Information-Supporting Documents



Appendix E: List of Exhibits

- Exhibit A: Non-Collusion Affidavit
- Exhibit B: Certificate of Non-Discrimination
- Exhibit C: Completed Confidentiality Agreement
- Exhibit D: Acknowledgment of all addenda issued by the District
- Exhibit E: Exceptions and Deviations to the Standard Form Agreement
- Exhibit F: Small, Local, Emerging, Disadvantaged, Vendor (SLEDV)
- Exhibit G: Russian Economic Sanctions Certification
- Exhibit H: Professional Services Agreement



EXHIBIT A: Non-Collusion Affidavit

(TO BE EXECUTED BY PROPOSER AND
SUBMITTED WITH IT'S PROPOSAL)

(Name) _____, being first duly sworn, disposes and says that he or she is (Title) _____ of (Provider) _____ the party making the foregoing proposal, that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the proposer has not directly or indirectly induced any other proposer to put in a false or sham proposal, and has not directly or indirectly colluded, conspired, connived, with any proposer or anyone else to put in a sham proposal, or that anyone shall refrain from proposing; that proposer has not in any manner, directly, or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the proposer or any other proposer, or to secure any advantage against the body awarding the contract of anyone interested in the proposed contract; that all statements contained in the proposal are true; and further, that the proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusion or sham proposal.

IN WITNESS WHEREOF, the undersigned has executed this Non-Collusion Affidavit this

_____ Day of _____, 2024

PROPOSER _____
(Type or Print Complete Legal Name of Provider)

By _____ (Signature)

Name _____ (Type or Print)

Title _____

Address _____

City _____ State _____ Zip _____



EXHIBIT B: Certificate of Non-Discrimination

(TO BE EXECUTED BY PROPOSER AND SUBMITTED WITH ITS PROPOSAL)

Proposer hereby certifies that in performing work or providing services for the District, there shall be no discrimination in its hiring or employment practices because of age, sex, race, color, ancestry, national origin, religious creed, physical handicap, medical condition, marital status, or sexual orientation, except as provided for in Section 12940 of the California government Code. Proposer shall comply with applicable federal and California anti-discrimination laws, including but not limited to the California Fair Employment and Housing Act, beginning with Section 12900 of the California Government Code.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Non-Discrimination this

_____ day of _____, 2024

PROPOSER _____

(Type or Print Complete Legal Name of Provider)

By _____
(Signature)

Name _____
(Type or Print)

Title _____

Address _____

City _____ State _____ Zip _____



EXHIBIT C: Completed Confidentiality Agreement

The undersigned, a duly authorized officer of

_____, does hereby represent,
warrant and agree to the following statement:

All financial, statistical, personal, technical or other data and information relating to the District's operation which are designated confidential by the District and made available to the undersigned shall be protected by the undersigned from unauthorized use and disclosure.

Date: _____
_____ *Name of Proposer*

By: _____
Authorized Officer



EXHIBIT D: Acknowledgement of All Addenda Issued By The District

The Proposer shall signify receipt of all Addenda, if any, here:

ADDENDUM NO.	DATE RECEIVED	SIGNATURE

If necessary, please print and sign additional pages.

PROPOSER _____
(Type or Print Complete Legal Name of Provider)

By _____
(Signature)

Name _____
(Type or Print)

Title _____

Address _____

City _____ State _____ Zip _____



EXHIBIT E: Exceptions and Deviations to the Standard Form Agreement

- A. The Proposer acknowledges it has seen and reviewed the Professional Services Agreement in Exhibit F and attests to the following:
- B. Certain exceptions and deviations may deem the proposal non-responsive and result in rejection of the proposal.
 - 1. Proposals that mandate the use of provider standard services contract, rather than utilizing the District’s standard services contract.
 - 2. Proposals that reject the following integral provisions of the District's contract terms and conditions will be treated as a rejection of the District's contract and these proposals will be rejected.

Section 5	Term of Agreement
Section 16	Governing Law
Section 17	Non-Discrimination
Section 20	Board Authorization
Section 25	Requirements for Federally Funded Contracts
Section 26	Family Educational Rights Privacy Act (FERPA)
Section 27	Accessibility Requirements

In the event that exceptions and deviations to the Professional Services Agreement are requested after the contract has been awarded, the District may deem the proposal non-responsive and may disqualify the proposal at its discretion.

- We have no exceptions or deviations to the Professional Services Agreement
- We have the following or the attached exceptions and/or deviations to the Professional Services Agreement.

PROPOSER _____

(Type or Print Complete Legal Name of Provider)

By _____ (Signature)

Name _____ (Type or Print)

Title _____

Address _____

City _____ State _____ Zip _____



EXHIBIT F: Certification of Small, Local, Emerging, And Disabled Veteran Business (SLEDV)

The undersigned, a duly authorized officer of _____, does hereby certify, represent and warrant the following statement(s) below: (Please check all statement boxes that apply.)

- A. Proposer is a "Small" business that has met the applicable ownership, operation, and size requirements, and has been certified by a Federal agency or a California public agency as a small business enterprise.
- B. Proposer is a "Local" business has its principal place of business in the County of Los Angeles.
- C. Proposer is an "Emerging" business that has been in business in its substantially current form for only up to five (5) years.
- D. Proposer is a "Disabled Veteran Owned" business that is fifty-one-percent (51%) owned and operated by one or more disabled veterans certified by the State of California Department of General Services or a Federal government agency.

Date: _____ *Name of Proposer*

By: _____ *Authorized Officer Signature*

Title



EXHIBIT G: Russian Economic Sanctions Certification

I, an owner or officer of the Proposer named below, hereby certify as follows:

1. I am duly authorized to execute this certification on behalf of the Proposer identified below.
2. The Proposer is not a Russian individual or entity that has been determined by the U.S. Government to be a target of economic sanctions pursuant to federal Executive Orders 14065, 13660, 13661, 13662, 13685 and 13849 or any other related federal or state orders, statutes, rules, or regulations.
3. The Proposer has not proposed in its Proposal submitted with this certification to enter into any contract for services related to the RFP that is the subject of this certification, with any Russian individual or entity that has been determined by the U.S. Government to be a target of economic sanctions pursuant to federal Executive Orders 14065, 13660, 13661, 13662, 13685 and 13849 or any other related federal or state orders, statutes, rules, or regulations.
4. If Proposer is selected for the award of a contract with the District, the Proposer shall fully comply with all applicable requirements of Executive Order N-6-22 signed by the Governor of the State of California on March, 4, 2022 and all other state and federal requirements related thereto (including, without limitation, if the contract awarded to Proposer has a total value of more than \$5 million, all notification and reporting requirements thereof), including the execution by Proposer and its Subconsultants of such additional certifications or other documents as the District may determine, in its sole and absolute discretion, are confirmatory of the Proposer’s and its Subconsultants’ compliance and continuing compliance with the foregoing.

Proposer Name (print): _____

Owner/Officer Name (print): _____

Owner/Officer Signature: _____

Date: _____



EXHIBIT H Professional Services Agreement
PROFESSIONAL SERVICES AGREEMENT

PARTIES: LOS ANGELES COMMUNITY COLLEGE DISTRICT
("District")

By

Attn: _____
[Contact name and phone number]
("College")
("Contractor")

DATE:

TERM OF AGREEMENT: From: To:

Any reference in the header information set forth in the upper right corner on the front page of this Agreement, to "Contract Amount" and to dates identified as "Start Date" and "End Date," specifically indicates only those provisions made, or the intent thereof, to fully fund the Agreement for scheduled payments due hereunder during the current fiscal year, and is not to be construed as a reference to the intended or actual contract period, or to the full sum of payments that have been made or are still to be made under this Agreement.

RECITALS

WHEREAS, the District is authorized to contract for the procurement of professional services as authorized by law; and

WHEREAS, the Contractor is specially licensed, trained, experienced and competent to perform the services described herein pursuant to this agreement;

NOW, THEREFORE, in consideration of the mutual covenants and conditions hereinafter contained, the parties hereby agree as follows:

AGREEMENT

1. SERVICES. The Contractor shall perform the Services set forth in Exhibit "A" (the "Services") in compliance with specifications and standards set forth in that Exhibit. The District shall have the right to order, in writing, changes in the scope of services or under the Services to be performed with any applicable version of the compensation paid hereunder agreed upon by the District and the Contractor. Any adjustment to fees, rate schedules, or schedule of performance can only be adjusted pursuant to written



agreement between the parties.

- 2. WARRANTIES.** The Contractor warrants and represents that it is specially trained, qualified, duly licensed, experienced, and competent to provide the Services. The Contractor warrants that Services (and any goods in connection therewith) furnished hereunder will conform to the requirements of this agreement (including all descriptions, specifications and drawings made a part hereof) and in the case of goods will be merchantable, fit for their intended purposes, free from all defects in materials and workmanship and to the extent not manufactured pursuant to detailed designs furnished by the District, free from defects in design. The District's approval of designs or specifications furnished by the Contractor shall not relieve the Contractor of its obligations under this warranty. All warranties, including special warranties specified elsewhere herein, shall inure to the District, its successors, assigns, and users of the goods or services.
- 3. FEES.** The District shall pay the Contractor the fees set forth in Exhibit B, in accordance with the terms and conditions of this Agreement. The Contractor represents that such fees do not exceed the Contractor's customary current price schedule. The District shall pay all applicable taxes; excepting, however, the federal excise tax, and all state and local property taxes, as college districts are exempt therefrom. Payment shall be made by the District's Accounts Payable Office upon submittal of invoice(s) approved by the Vice-President of Administration, or designee, at the College.
- 4. EXPENSES.** The Contractor shall assume all expenses incurred in connection with performance except as otherwise provided in this agreement.
- 5. TERM OF AGREEMENT.** This agreement shall be for the term set forth above, unless sooner terminated pursuant to the terms hereof.
- 6. TERMINATION OF AGREEMENT.** This agreement may be terminated by the District by providing 30 days' prior written notice to the Contractor or immediately upon breach of this agreement by the Contractor.
- 7. DOCUMENTATION.** The Contractor agrees to provide to the District, at no charge, a sufficient number of nonproprietary manuals and other printed materials, as used in connection with the Services, and updated versions thereof, which are necessary or useful to the District in its use of the Services provided hereunder.
- 8. RIGHTS IN DATA.** All technical communications and records originated or prepared by the Contractor pursuant to this agreement including papers, reports, charts, computer programs, and other documentation, but not including the Contractor's administrative communications and records relating to this agreement shall be delivered to and shall



become the exclusive property of the District and may be copyrighted by the District. The ideas, concepts, know-how, or techniques relating to data processing, developed during the course of this agreement by the Contractor or jointly by the Contractor and the District can be used by either party in any way it may deem appropriate. All inventions, discoveries or improvements of the computer programs developed pursuant to this agreement shall be the property of the District. During the term of this agreement, certain information which the District deems confidential ("Confidential Information") might be disclosed to the Contractor. The Contractor agrees not to divulge, duplicate or use any Confidential Information obtained by the Contractor during the Contractor's engagement. Such Confidential Information may include, but is not limited to, student and employee information, computer programs, and data in the District's written records or stored on the District's computer systems.

9. CONTRACTOR ACCOUNTING RECORDS. Records of the Contractor's directly employed personnel, other consultants and reimbursable expenses pertaining to the work and records of account between the District and the Contractor shall be maintained on an accounting basis acceptable to the District and shall be available for examination by the District or its authorized representative(s) during regular business hours within one (1) week following a request by the District to examine such records. Failure by the Contractor to permit such examination within one (1) week of a request shall permit the District to withhold all further payments until such examination is completed unless an extension of time for examination is authorized by the District in writing.

10. RELATIONSHIP OF PARTIES. With regard to performance hereunder, the Contractor is an independent contractor and not an officer, agent, partner, joint venturer, or employee of the District. The Contractor shall not, at any time, or in any manner, represent that it or any of its agents or employees is in any manner agents or employees of the District.

11. DISTRICT REPRESENTATIVE. The contact person set forth above or his or her designee shall represent the District in the implementation of this agreement.

12. WAIVER OF DAMAGES; INDEMNITY. The Contractor hereby waives and releases the District from any claims the Contractor may have at any time arising out of or relating in any way to this agreement, except to the extent caused by the District's willful misconduct. Notwithstanding the foregoing, the parties agree that in no event shall the District be liable for any loss of the Contractor's business, revenues or profits, or special, consequential, incidental, indirect or punitive damages of any nature, even if the District has been advised in advance of the possibility of such damages. This shall constitute the District's sole liability to the Contractor and the Contractor's exclusive remedies against the District. Except for the sole negligence or willful misconduct of the District the Contractor shall indemnify, hold harmless and defend the District and its Board of



Trustees, officers, employees, and agents from any liability, losses, costs, damages, claims, and obligations relating to or arising from this agreement.

Without limiting the foregoing, the Contractor shall indemnify and hold harmless the District, and its Board of Trustees, officers, employees, and agents from all liability, losses, costs, damages, claims, and obligations of any nature or kind, including attorney's fees, costs, and expenses, for infringement or use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, article or appliance, registered or unregistered trademark, service mark, or tradename, furnished or used in connection with this agreement. The Contractor, at its own expense, shall defend any action brought against the District to the extent that such action is based upon a claim that the goods or software supplied by the Contractor or the operation of such goods infringes a patent, trademark, or copyright or violates a trade secret.

13.INSURANCE. Without limiting the Contractor's indemnification of the District and as a material condition of this agreement, the Contractor shall procure and maintain at its sole expense, for the duration of this agreement, insurance coverage with limits, terms and conditions at least as broad as set forth in this section. The Contractor shall secure and maintain, at a minimum, insurance as set forth below, with insurance companies acceptable to the District to protect the District from claims which may arise from operations under this agreement, whether such operations be by the Contractor or any subcontractor or anyone directly or indirectly employed by any of them. As a material condition of this agreement, the Contractor shall furnish to the District certificates of such insurance and endorsements, which shall include a provision for a minimum thirty-days' notice to the District prior to cancellation of or a material change in coverage.

The Contractor shall provide the following insurance:

- a. Commercial General Liability Insurance, "occurrence" form only, to provide defense and indemnity coverage to the Contractor and the District for bodily injury and property damage. Such insurance shall name the District as an additional named insured and shall have a combined single limit of not less than two million dollars (\$2,000,000) per occurrence; four million dollars (\$4,000,000) aggregate. The policy so secured and maintained shall include personal injury, contractual or assumed liability insurance; independent contractors; premises and operations; products liability and completed operation; broad form property damage; broad form liability; and owned, hired and non-owned automobile insurance. The policy shall be endorsed to provide specifically that any insurance carried by the District which may be applicable to any claim or loss shall be deemed excess and non-contributory, and the Contractor's insurance primary, despite any provisions in the Contractor's policy to the contrary.



- b. Professional liability insurance in an amount not less than one million dollars (\$1,000,000) per incident.
- c. Workers' Compensation Insurance with limits as required by the Labor Code of the State of California and Employers Liability insurance limits of not less than one million dollars (\$1,000,000) per accident.
 - 1. If the work will include contact with minors, and the CGL policy referenced above is not endorsed to include affirmative coverage for sexual abuse or molestation. Contractor shall obtain and maintain a policy covering Sexual Abuse and Molestation with a limit no less one Million Dollars \$1,000,000 per occurrence or claim; two Million Dollars (\$2,000,000) aggregate.

Failure to maintain the insurance and furnish the required documents may terminate this agreement without waiver of any other remedy the District may have under law.

14.AMENDMENTS. This agreement is the entire agreement between the parties as to its subject matter and supersedes all prior or contemporaneous understandings, negotiations, or agreements between the parties, whether written or oral, with respect thereto. This agreement may be amended only in a writing signed by both parties.

15.ASSIGNMENT. This agreement may not be assigned or otherwise transferred, in whole or in part, by either the District or the Contractor without prior written consent of the other.

16.GOVERNING LAW. This agreement shall be deemed to have been executed and delivered within the State of California, and the rights and obligations of the parties hereunder, and any action arising from or relating to this agreement, shall be construed and enforced in accordance with, and governed by, the laws of the State of California or United States law, without giving effect to conflict of laws principles. Any action or proceeding arising out of or relating to this agreement shall be brought in the county of Los Angeles, State of California, and each party hereto irrevocably consents to such jurisdiction and venue, and waives any claim of inconvenient forum.

17.NONDISCRIMINATION. The Contractor hereby certifies that in performing work or providing services for the District, there shall be no discrimination in its hiring, employment practices, or operation because of sex, race, religious creed, color, ancestry, national origin, physical disability, mental disability, medical condition, marital status, or sexual orientation, except as provided for in section 12940 of the Government Code. The Contractor shall comply with applicable federal and California anti-discrimination laws, including but not limited to, the California Fair Employment and Housing Act,



beginning with Section 12900 of the California Government Code, the provisions of the Civil Rights Act of 1964 (Pub. L. 88-352; 78 Stat. 252) and Title IX of the Education Amendments of 1972 (Pub. L. 92-318) and the Regulations of the Department of Education which implement those Acts. The Contractor agrees to require compliance with this nondiscrimination policy by all subcontractors employed in connection with this agreement.

18.EQUAL OPPORTUNITY EMPLOYER. The Contractor, in the execution of this agreement, certifies that it is an equal employment opportunity employer.

19.ATTORNEYS' FEES AND COSTS. If either party shall bring any action or proceeding against the other party arising from or relating to this agreement, each party shall bear its own attorneys' fees and costs, regardless of which party prevails.

20.BOARD AUTHORIZATION. The effectiveness of this agreement is expressly conditioned upon approval by the District's Board of Trustees.

21.SEVERABILITY. The Contractor and the District agree that if any part, term, or provision of this agreement is found to be invalid, illegal, or unenforceable, such invalidity, illegality, or unenforceability shall not affect other parts, terms, or provisions of this agreement, which shall be given effect without the portion held invalid, illegal, or unenforceable, and to that extent the parts, terms, and provisions of this agreement are severable.

22.TERMINATION FOR NON-APPROPRIATION OF FUNDS. If the term of this agreement extends into fiscal years subsequent to that in which it is approved, such continuation of the agreement is contingent on the appropriation and availability of funds for such purpose, as determined in good faith by the District. If funds to affect such continued purpose are not appropriated or available as determined in good faith by the District, this agreement shall automatically terminate and the District shall be relieved of any further obligation.

23.NOTICE. Any notice required to be given pursuant to the terms of this agreement shall be in writing and served personally or by deposit in the United States mail, postage and fees fully prepaid, addressed to the applicable address set forth above. Service of any such notice if given personally shall be deemed complete upon delivery, and if made by mail shall be deemed complete on the day of actual receipt or at the expiration of 2 business days after the date of mailing, whichever is earlier.

24.CONFLICTS OF INTEREST. The Contractor agrees not to accept any employment or representation during the term of this agreement which is or may likely make the Contractor financially interested. (as provided in California Government Code Sections



1090 and 87100) in any decision made by the District on any matter in connection with which the Contractor has been retained pursuant to this agreement.

25. REQUIREMENTS FOR FEDERALLY FUNDED CONTRACTS.

- A. If this Agreement is funded by the District, in whole or in part, from revenues received from the Federal Government, then the following additional provisions shall apply. It shall be the Contractor's responsibility to ascertain if Federal funds are involved.
- A. Contractor, and any subcontractors at any tier, shall comply with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."
- A. No contract, or any subcontract at any tier, shall be made to parties listed on the General Services Administration's List of Parties Excluded from Federal Procurement or Nonprocurement Programs in accordance with E.O.s 12549 and 12689, "Debarment and Suspension." This list contains the names of parties debarred, suspended, or otherwise excluded by agencies, and contractors declared ineligible under statutory or regulatory authority other than E.O. 12549. Contractors with awards that exceed the small purchase threshold (currently \$100,000) shall provide the required certification regarding its exclusion status and that of its principal employees.

26. FAMILY EDUCATIONAL RIGHTS AND PRIVACY ACT. Vendor, its employees, agents or representatives may be provided access to Student Information during its performance of this Agreement. Vendor acknowledges that it is subject to and will fully comply with the privacy regulations outlined in the Family Educational Rights and Privacy Act. 20 U.S. C. SS 1232g; 34 C.F. R. Part 99, as amended (FERPA), for the handling of such information. Company will not disclose or use any Student Information except to the extent necessary to carry out its obligations under this Agreement and as permitted expressly by FERPA. Company shall implement and maintain administrative, physical and technical safeguards (Safeguards), at its expense, that prevent any collection, use or disclosure of, or access to, Student Information that this agreement does not expressly authorize, including without limitation, an information security program and/or protocols that meet the standards of industry practice to safeguard such Student Information.

27. FORCE MAJURE EVENT. Circumstances that are beyond the control of both the District and Program Manager, including, without limitation, the following: (1) Acts of God; (2) terrorism or other acts of public enemy; (3) acts or omissions of Governmental Authorities



(other than District), including, without limitation, Inspectors of Record; (4) epidemics, pandemics or quarantine restrictions; (5) strikes; or (6) industrywide shortages in materials or labor.

28. Vendor hereby warrants that the products and services to be provided under this Agreement will comply with the accessibility requirements of Section 508 of the Rehabilitation Act of 1973, as amended (29 U.S.C. Section 794d) and its implementing regulations set forth at Title 36, Code of Federal Regulations, parts 1193 and 1194. Vendor agrees to test and validate its product, and any related website or online content it produces, with sufficient regularity in order to ensure the product and associated content meet conformance with all applicable Revised 508 Standards and Web Content Accessibility Guidelines (WCAG) 2.1 Level AA standards (see <https://www.w3.org/TR/WCAG21/>), in accordance with the required testing methods. The vendor shall maintain and retain full documentation of the measures taken to ensure compliance with the applicable requirements stated above, including records of any testing or demonstrations conducted. Vendor shall provide the District with copies of all Accessibility Conformance Reports (ACR) and Supplemental Accessibility Conformity Reports (SACR) that are produced related to the product or service. Further, Vendor agrees to promptly respond to and fully resolve any complaint regarding accessibility of its products or services which is brought to its attention. All resolutions provided by the vendor in response to complaints regarding information and communications technology (ICT) accessibility of its product(s) shall meet conformance with established WCAG 2.1 Level AA requirements. Vendor further agrees to indemnify and hold harmless the Los Angeles Community College District, including any of its nine colleges using the vendor's products or services from any claim arising out of its failure to comply with the aforesaid requirements. Failure to comply with these requirements shall constitute a breach and be grounds termination of this Agreement. Throughout the life of the agreement, the District reserves the right to independently perform any necessary testing on vendor's product or service to verify conformance or any representation of conformance made by the vendor with this section.

IN WITNESS WHEREOF, the parties hereto have executed this agreement in Los Angeles, California, on the date set forth above.

CONTRACTOR

By: _____

Date: _____



LOS ANGELES COMMUNITY COLLEGE DISTRICT

CITY / EAST / HARBOR / MISSION / PIERCE / SOUTHWEST / TRADE-TECHNICAL / VALLEY / WEST

Name: _____

Title: _____

By: _____

Date: _____

Name: _____

Title: _____

DISTRICT

LOS ANGELES COMMUNITY COLLEGE DISTRICT

By: THE BOARD OF TRUSTEES OF THE LOS ANGELES COMMUNITY COLLEGE DISTRICT

By: _____

Date: _____

Name: _____

Title: _____