

**EXHIBIT C  
FEE SCHEDULE**

Consultant's fee for this scope of services is \$90,100 over a 12-month period following an initial six-month contract to prepare for and launch the campaign. It is consultant's estimate that the campaign will take approximately 18 months to complete. If the campaign takes longer than the duration of this contract, consultant agrees to continue working with city until a reasonable end date can be agreed upon.

**Fee Schedule:**

**Monthly Payment:** \$7,508.33/mo x 12 - Payable monthly for 12 months upon receipt of invoice.

Mileage or other necessary expenses will be billed monthly as appropriate, in an amount not to exceed \$200.00 per month.

**If the campaign ends prior to the allotted 12-month time frame, the balance of consultant's fee is payable upon the close of the campaign.**

The consultant does not work on commission or contingency, nor expect any additional payments from the gifts funded under this contract. Fees are based on the cost of doing business. The consultant is a member of the Association of Fundraising Professionals (AFP) and adheres to the AFP Code of Ethics. The consultant will assist in developing strategies for the cultivation and solicitation of campaign gifts but will not participate in the actual solicitation.



**PURCHASING ITEM  
FOR  
COUNCIL AGENDA  
CS13-074**

**1. Agenda Item Number:**

**28**

**2. Council Meeting Date:**  
January 24, 2013

**TO: MAYOR & COUNCIL**

**3. Date Prepared:** December 21, 2012

**THROUGH: CITY MANAGER**

**4. Requesting Department:** Community Services

**5. SUBJECT:** Approve Agreement No. CS1-946-3000 Phase III with VisionConnect, LLC, to provide Fundraising Consulting Services for a Veterans' Memorial, in an amount not to exceed \$92,500.00.

**6. RECOMMENDATION:** Recommend approval of Agreement No. CS1-946-3000 Phase III with VisionConnect, LLC, to provide Fundraising Consulting Services for a Veterans' Memorial, in an amount not to exceed \$92,500.00 and approve a General Fund contingency appropriation transfer of \$92,500.00 to this project.

**7. HISTORICAL BACKGROUND/DISCUSSION:** A Request for Statements of Qualifications and Experience (RFQ&E) for consulting services related to the development of a fundraising campaign for the memorial was issued in May 2011. The City Manager awarded a contract to VisionConnect, LLC, for the purpose of conducting a feasibility study regarding the potential of the city to successfully conduct a fundraising campaign for the project in the amount of \$7,000.00. VisionConnect, LLC reported the positive findings of that study to the City Council. As a result, staff entered into negotiations with VisionConnect, LLC for consulting services to initiate and conduct the fundraising campaign for a Veterans Memorial. On July 26, 2012 the City Council approved Phase II of the project to include the initial structural improvements of the fundraising campaign in the amount of \$51,100.00.

The results of that Phase include the recruitment and engagement of a Campaign Cabinet, Leadership Gifts Committee and Defense Industry Committee; the development of a campaign infrastructure including theme and promotional materials; the development of Leadership, Major and Corporate Gifts prospect lists; the identification of corporate and private foundation grants prospects; and the secured donations and commitments totaling \$525,000.00.

Phase III will move the campaign from the preparation phase into the cultivation and solicitation stage. Because the city does not have a designated development officer, the consultant will assume that leadership role in orchestrating activities and leading volunteer groups to successfully accomplish the fundraising goal of \$2,000,000.00.

The term of the contract is twelve (12) months and includes the tasks and duties described in the attached agreement, Exhibit B – Scope of Work.

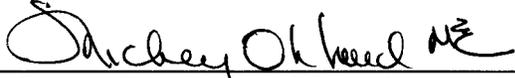
**8. EVALUATION PROCESS:** On May 11, 2011, staff issued an RFQ&E for Fundraising Consultant for a Veteran's Memorial. The goal of the RFQ&E was to find a reputable, dependable fundraising consultant who would be effective and responsive to City needs, and who could position the City of Chandler to successfully manage a major capital fundraising campaign. The RFQ&E was advertised and all registered vendors were notified. Three responses were received and evaluated. The selection process was conducted in accordance with established City policies and procedures. An evaluation committee consisting of staff from Purchasing, Community Services and private citizens was formed to evaluate the proposals received using the evaluation criteria listed in the RFQ&E. The evaluation committee recommended award of a contract to VisionConnect, LLC due to their experience, ability to meet scope of work, qualifications and lowest offered pricing.

**9. FINANCIAL IMPLICATIONS:** Funds for this project will come from funds donated and committed expressly for this project. However no appropriation was budgeted in FY 2012-13. A General Fund contingency appropriation transfer (101.1290.5911) will be required to appropriate spending authority of grant appropriation for the Veterans' Memorial project fundraising consulting services (417.4580.5219.6PR633) in the amount of \$92,500.00.

**10. PROPOSED MOTION:** Move to approve Agreement No. CS1-946-3000 Phase III with VisionConnect, LLC, to provide Fundraising Consulting Services for a Veterans' Memorial, in an amount not to exceed \$92,500.00 and approve a General Fund contingency appropriation transfer of \$92,500.00 to this project.

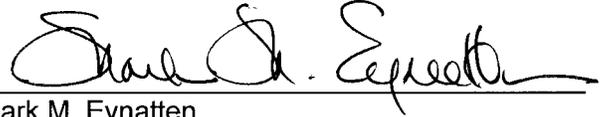
**APPROVALS**

**11. Requesting Department**



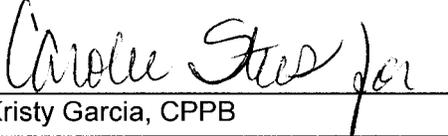
Mickey Ohland, Park Dev and Operations Manager

**12. Department Head**



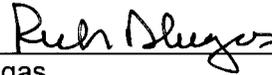
Mark M. Eynatten  
Community Services Director

**13. Procurement Officer**



Kristy Garcia, CPPB

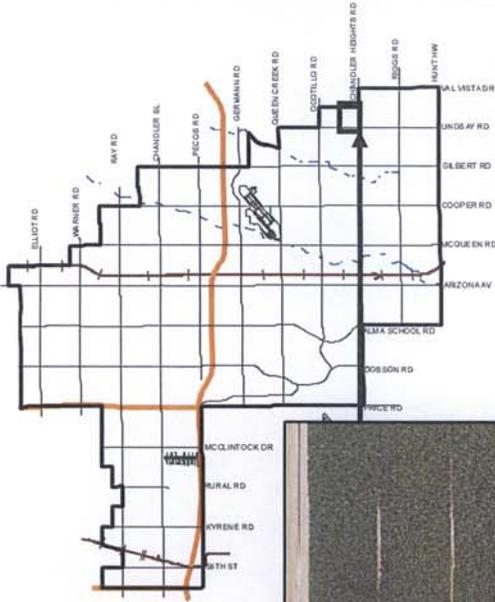
**14. City Manager**



Rich Dlugas



# VETERANS MEMORIAL PROJECT NO. PR1307-201



MEMO NO. CS13-073



**CITY OF CHANDLER  
PROFESSIONAL SERVICES AGREEMENT**

Project No. CS1-946-3000

Project Name: Fundraising Consultant for a Veteran's Memorial

THIS AGREEMENT is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2013, by and between the City of Chandler, a Municipal Corporation of the State of Arizona, hereinafter referred to as "CITY", and VisionConnect, LLC, hereinafter referred to as "CONSULTANT".

WHEREAS, the Mayor and City Council of the City of Chandler is authorized and empowered by provisions of the City Charter to execute contracts for professional services; and

WHEREAS, CONSULTANT represents that CONSULTANT has the expertise and is qualified to perform the services described in the Agreement.

NOW THEREFORE, in consideration of the mutual promises and obligations set forth herein, the parties hereto agree as follows:

**1. CONTRACT ADMINISTRATOR:**

- 1.1. To provide the professional services required by this Agreement CONSULTANT shall act under the authority and approval of Community Services Director or designee, (the Contract Administrator), who shall oversee the execution of this Agreement, assist the CONSULTANT with any necessary information, audit billings, and approve payments. The CONSULTANT shall channel reports and special requests through the Contract Administrator.
- 1.2. CITY reserves the right to review and approve any/all changes to CONSULTANT'S key staff assigned to the CITY project by the firm during the term of this Agreement.
2. **SCOPE OF WORK:** CONSULTANT shall provide those services described in Exhibit B attached hereto and made a part hereof by reference.
3. **ACCEPTANCE AND DOCUMENTATION:** Each task shall be reviewed and approved by CITY to determine acceptable completion. All documents, including but not limited to, data compilations, studies, and reports which are prepared in the performance of this Agreement, shall be and remain the property of CITY and shall be delivered to CITY before final payment is made to CONSULTANT.
4. **FEE SCHEDULE:** For the services described in paragraph 2 of this Agreement, CITY shall pay CONSULTANT a fee not to exceed the sum of Ninety Two Thousand Five Hundred dollars (\$92,500) in accordance with the fee schedule attached hereto as Exhibit C and incorporated herein by reference.
5. **TERM:** Following execution of this Agreement by CITY, CONSULTANT shall immediately commence work and shall complete all services described herein by January 31, 2014.

**6. TERMINATION:**

**6.1. Termination for Convenience:** CITY reserves the right to terminate this Contract or any part thereof for its sole convenience with thirty (30) days written notice. In the event of such termination, CONSULTANT shall immediately stop all work hereunder, and shall immediately cause any of its suppliers and subcontractors to cease such work. As compensation in full for services performed to the date of such termination, the CONSULTANT shall receive a fee for the percentage of services actually performed. This fee shall be in the amount to be mutually agreed upon by the CONSULTANT and CITY, based on the agreed Scope of Work. If there is no mutual agreement, the Management Services Director shall determine the percentage of work performed for each task detailed in the Scope of Work and the CONSULTANT's compensation shall be based upon such determination and CONSULTANT's fee scheduled included herein.

**6.2 Termination for Cause:** City may terminate this Contract for Cause upon the occurrence of any one or more of the following events:

- 1) If CONSULTANT fails to perform pursuant to the terms of this Agreement
- 2) If CONSULTANT is adjudged a bankrupt or insolvent;
- 3) If CONSULTANT makes a general assignment for the benefit of creditors;
- 4) If a trustee or receiver is appointed for CONSULTANT or for any of CONSULTANT'S property;
- 5) If CONSULTANT files a petition to take advantage of any debtor's act, or to reorganize under the bankruptcy or similar laws;
- 6) If CONSULTANT disregards laws, ordinances, rules, regulations or orders of any public body having jurisdiction;
- 7) Where Agreement has been so terminated by CITY, the termination shall not affect any rights of CITY against CONSULTANT then existing or which may thereafter accrue.

**6.3. Availability of Funds for the next Fiscal Year.** Funds may not presently be available under this agreement beyond the current fiscal year. No legal liability on the part of the CITY for services may arise under this agreement beyond the current fiscal year until funds are made available for performance of this agreement. The CITY may reduce services or terminate this agreement without further recourse, obligation, or penalty in the event that insufficient funds are appropriated. The City Manager shall have the sole and unfettered discretion in determining the availability of funds.

**7. INSURANCE REQUIREMENTS:** CONSULTANT shall provide and maintain the insurance as listed in Exhibit D attached hereto and made a part hereof by reference.

**8. ENTIRE AGREEMENT:** This Agreement constitutes the entire understanding of the parties and supersedes all previous representations, written or oral, with respect to the services specified herein. This Agreement may not be modified or amended except by a written document, signed by authorized representatives or each party.

**9. ARIZONA LAW:** This Agreement shall be governed and interpreted according to the laws of the State of Arizona.

- 9.1. Pursuant to the provisions of A.R.S. § 41-4401, the Contractor hereby warrants to the City that the Contractor and each of its subcontractors ("Subcontractors") will comply with all Federal Immigration laws and regulations that relate to the immigration status of their employees and the requirement to use E-Verify set forth in A.R.S. §23-214(A) (hereinafter "Contractor Immigration Warranty").
- 9.2. A breach of the Contractor Immigration Warranty (Exhibit A) shall constitute a material breach of this Contract that is subject to penalties up to and including termination of the contract.
- 9.3. The City retains the legal right to inspect the papers of any Contractor or Subcontractor employee who works on this Contract to ensure that the Contractor or Subcontractor is complying with the Contractor Immigration Warranty. The Contractor agrees to assist the City in the conduct of any such inspections.
- 9.4. The City may, at its sole discretion, conduct random verifications of the employment records of the Contractor and any Subcontractors to ensure compliance with Contractors Immigration Warranty. The Contractor agrees to assist the City in performing any such random verification.
- 9.5. The provisions of this Article must be included in any contract the Contractor enters into with any and all of its subcontractors who provide services under this Contract or any subcontract. "Services" are defined as furnishing labor, time or effort in the State of Arizona by a contractor or subcontractor. Services include construction or maintenance of any structure, building or transportation facility or improvement to real property.
- 9.6. In accordance with A.R.S. §35-393.06, the Contractor hereby certifies that the offeror does not have scrutinized business operations in Iran.
- 9.7. In accordance with A.R.S. §35-391.06 the Contractor hereby certifies that the offeror does not have scrutinized business operations in Sudan.

## 10. CONFLICT OF INTEREST:

- 10.1. **No Kickback.** CONSULTANT warrants that no person has been employed or retained to solicit or secure the Agreement upon an agreement or understanding for a commission, percentage, brokerage or contingent fee; and that no member of the City Council or any employee of the CITY has any interest, financially or otherwise, in the firm unless this interest has been declared pursuant to the provisions of A.R.S. section 38-501. Any such interests were disclosed in CONSULTANT'S proposal to the CITY.
- 10.2. **Kickback Termination.** CITY may cancel any contract or agreement, without penalty or obligation, if any person significantly involved in initiating, negotiating, securing, drafting or creating the agreement on behalf of the CITY is, at any time while the Agreement or any extension of the Agreement is in effect, an employee of any other party to the Agreement in any capacity or a CONSULTANT to any other party to the Agreement with respect to the subject matter of the Agreement. The cancellation shall be effective when written notice for CITY is received by all other parties, unless the notice specifies a later time (A.R.S. 38-511).
- 10.3. **No Conflict.** CONSULTANT stipulates that its officers and employees do not now have a conflict of interest and it further agrees for itself, its officers and its employees that it will not contract for or accept employment for the performance of any work or services with any individual business, corporation or government unit that would create a conflict of interest in the performance of its obligations pursuant to this project.

- 10.4. **Arizona Law.** This Agreement shall be governed and interpreted according to the laws of the State of Arizona.
- 10.5. **Jurisdiction and Venue.** The parties agree that this Agreement is made in and shall be performed in Maricopa County. Any lawsuits between the Parties arising out of this Agreement shall be brought and concluded in the courts of Maricopa County in the State of Arizona, which shall have exclusive jurisdiction over such lawsuits.
- 10.6. **Fees and Costs.** Except as otherwise agreed by the parties, the prevailing party in any adjudicated dispute relating to this Agreement is entitled to an award of reasonable attorney's fees, expert witness fees and costs including, as applicable, arbitrator fees; provided, however, that no award of attorney's fees shall exceed ten percent (10%) of the damages awarded the prevailing party unless the non-prevailing party has been determined to have acted in bad faith or in a frivolous manner during the adjudication.
- 11. **NOTICES:** All notices or demands required to be given pursuant to the terms of this Agreement shall be given to the other party in writing, delivered by hand or registered or certified mail, at the addresses set forth below, or to such other address as the parties may substitute by written notice given in the manner prescribed in this paragraph.

In the case of CITY:  
 City of Chandler  
 Community Services Department  
 175 S Arizona Ave, 4<sup>th</sup> Floor  
 Chandler, AZ 85225  
 480.782.2661

In the case of CONSULTANT:  
 VisionConnect, LLC  
 Rich Frazier  
 1473 S Chippewa Ct  
 Chandler, AZ 85286  
 602.818.2909

Notices shall be deemed received on date delivered, if delivered by hand, and on the delivery date indicated on receipt if delivered by certified or registered mail.

IN WITNESS WHEREOF, the parties have hereunto subscribed their names to this \_\_\_\_ day of \_\_\_\_\_ 2013.

CITY OF CHANDLER

CONSULTANT

\_\_\_\_\_  
 MAYOR Date

By: Richard D. Frazier  
 Title: PRESIDENT

APPROVE AS TO FORM

ATTEST: If Corporation

\_\_\_\_\_  
 City Attorney (k/b)

\_\_\_\_\_  
 Secretary

ATTEST:

\_\_\_\_\_  
 City Clerk

SEAL

**EXHIBIT A**

**Contractor Immigration Warranty  
To Be Completed by Contractor Prior to Execution of Contract**

A.R.S. § 41-4401 requires as a condition of your contract verification of compliance by the contractor and subcontractors with the Federal Immigration and Nationality Act (FINA), all other Federal immigration laws and regulations, and A.R.S. § 23-214 related to the immigration status of its employees.

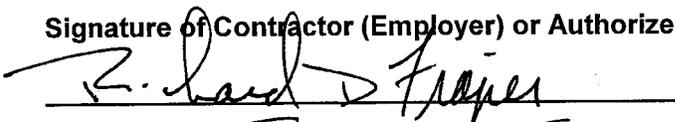
By completing and signing this form the contractor shall attest that it and all subcontractors performing work under the cited contract meet all conditions contained herein.

<b>Contract Number: CS1-946-3000</b>		
<b>Name (as listed in the contract): VisionConnect, LLC.</b>		
<b>Street Name and Number: 1473 S. Chippewa Ct.</b>		
<b>City: Chandler</b>	<b>State: AZ</b>	<b>Zip Code: 85286</b>

I hereby attest that:

1. The contractor complies with the Federal Immigration and Nationality Act (FINA), all other Federal immigration laws and regulations, and A.R.S. § 23-214 related to the immigration status of those employees performing work under this contract;
2. All subcontractors performing work under this contract comply with the Federal Immigration and Nationality Act (FINA), all other Federal immigration laws and regulations, and A.R.S. § 23-214 related to the immigration status of their employees.

**Signature of Contractor (Employer) or Authorized Designee:**



**Printed Name:** RICHARD D FRAZIER

**Title:** PRESIDENT

**Date (month/day/year):** 1.17.13

## EXHIBIT B SCOPE OF WORK

### Veteran's Memorial Fundraising Campaign Fundraising Consultant 12-month Scope of Work

#### Scope of Services:

VisionConnect is eager to continue serving the City of Chandler and the Field of Honor volunteer campaign cabinet by providing expertise and advice toward executing a \$2,000,000 fundraising campaign for a Veterans Memorial in Veterans Oasis Park.

The City and the Cabinet should be proud of the progress made already on the campaign. Although there is a lot of work left to be done, we are confident that by maintaining consistency in what has been working and keeping a focus on the campaign plan, the campaign will successfully achieve its goal.

In the coming months, campaign volunteers will be asking individual donors to make highly personal financial commitments. This will involve a significant amount of strategy, timing and interpersonal skill. Typically, an organization in a campaign will have a development professional on staff that is trained and experienced in fundraising strategy. Because VisionConnect has already been fulfilling the role of "staff professional" by necessity, and has been asked by the Campaign Chair to assume a leadership role in the campaign, we are uniquely qualified to continue serving the campaign during the solicitation phases.

VisionConnect will provide the following: 1) an average 5.4 days of consulting time per month (65 days) working on site or off as agreed upon with supervising staff; 2) intellectual property including (but not limited to) campaign structure, strategy and communication templates; 3) campaign logistics including record-keeping, document production, meeting facilitation and reporting and; 4) on-going staff and volunteer training and support as necessary to successfully complete a capital fundraising campaign.

The time estimates below are approximate and can be affected by several variables Actual days per month vary per intensity of the campaign. Every effort has been made to provide a reasonable and accurate assessment of time allocation.

*Services primarily provided or facilitated by consultant are **BOLDED**. The remaining services may still involve consulting time but can be managed by staff.*

#### **Phase II. Leadership Gifts Phase – Continuing Months 7-18 of Campaign.**

The consultant will facilitate and/or provide the following services:

- **Continue to provide a leadership role in the campaign in general and Cabinet and committee meetings in particular, as per the request of the Campaign Chair.**
- **Create agendas for Leadership Gifts Committee and Campaign Cabinet. (30 minutes per meeting).**
- **Attend campaign meetings. (1 hour+ per meeting).**
- **Create and update Leadership Gift prospect list (on going).**
- **Provide strategic advice on soliciting leadership gift prospects (on going).**

- **Assist with cultivation/solicitation plans for leadership gift prospects based upon relationships and known information (pending number of prospects).**
- Record and track gifts received (daily or weekly task pending volume – 2-3 hours).
- **Prepare campaign reports. (2 hours per meeting).**
- **Prepare strategic recommendations based on campaign reports. (2 hours per meeting).**
- Assist in recruitment of Major Gift Committee Volunteers (12 hours)

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**Major/Foundation Gifts Phase – Begins approx. month seven of campaign and continues through duration of campaign.**

The consultant will facilitate and/or provide the following services:

- **Create agendas for Major Gifts Committee and all committee meetings (30 minutes per meeting).**
- **Attend campaign meetings (1 hour + per meeting).**
- **Create and update Major Gift prospect list (on going).**
- **Provide strategic advice on soliciting major gift prospects (on going).**
- **Assist with cultivation/solicitation plans for major gift prospects based upon relationships and known information (pending number of prospects).**
- Record and track gifts received (daily or weekly task pending volume – 2-3 hours).
- **Prepare campaign reports. (2 hours per meeting).**
- **Prepare strategic recommendations based on campaign reports. (2 hours per meeting).**
- **Coordinate/review foundation grant applications (4-6 hours/mo assuming city staff will write the grants).**
- **Assist campaign leadership in identifying and recruiting Marketing Committee volunteers.**
- **Assist in recruitment of Community Gift Committee and Marketing Committee Volunteers (12 hours)**

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**Phase IV: Community Giving Phase – Begins approx. month 10 of campaign and continues through duration of campaign.**

The consultant will facilitate and/or provide the following services:

- **Create agendas for Community Gifts Committee and all committee meetings (30 minutes per meeting).**
- **Attend campaign meetings (1 hour + per meeting).**
- **Create and update Community Gift prospect list (on going).**
- **Provide strategic advice on soliciting individual community gift prospects (on going).**
- **Assist in the conception and formation of community-wide fundraising strategies and events (12-18 hours depending on complexity).**
- Record and track gifts received (daily or weekly depending on volume 2-3 hours).
- **Prepare campaign reports. (2 hours per meeting).**
- **Prepare strategic recommendations based on campaign reports. (2 hours per meeting).**

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**Campaign Wrap-Up – Last three months of campaign**

Consultant will provide the following services:

- **Help staff ensure all donors are recorded for recognition.**
- **Assist staff with appropriate donor recognition strategies.**
- **Assist with the planning of Grand Opening events.**

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**EXHIBIT C  
FEE SCHEDULE**

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The consultant does not work on commission or contingency, nor expect any additional payments from the gifts funded under this contract. Fees are based on the cost of doing business. The consultant is a member of the Association of Fundraising Professionals (AFP) and adheres to the AFP Code of Ethics. The consultant will assist in developing strategies for the cultivation and solicitation of campaign gifts but will not participate in the actual solicitation.

**EXHIBIT D  
INDEMNIFICATION & INSURANCE REQUIREMENTS**

**Indemnification:**

1. **Indemnification.** To the fullest extent permitted by law, CONSULTANT, its successors, assigns and guarantors, shall defend, indemnify and hold harmless City and any of its elected or appointed officials, officers, directors, commissioners, board members, agents or employees from and against any and all allegations, demands, claims, proceedings, suits, actions, damages, including, without limitation, property damage, environmental damages, personal injury and wrongful death claims, losses, expenses (including claim adjusting and handling expenses), penalties and fines (including, but not limited to, attorney fees, court costs, and the cost of appellate proceedings), judgments or obligations, which may be imposed upon or incurred by or asserted against the City by reason of this Agreement or the services performed or permissions granted under it, or related to, arising from or out of, or resulting from any negligent or intentional actions, acts, errors, mistakes or omissions caused in whole or part by CONSULTANT, or any of its subcontractors, or anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, relating to the discharge of any duties or the exercise of any rights or privileges arising from or incidental to this Agreement, including but not limited to, any injury or damages claimed by any of CONSULTANT's and subcontractor's employees.

**Insurance:**

1. General.
  - A. At the same time as execution of this Agreement, the CONSULTANT shall furnish the City of Chandler a certificate of insurance on a standard insurance industry ACORD form. The ACORD form must be issued by an insurance company authorized to transact business in the State of Arizona possessing a current A.M. Best, Inc. rating of A-7, or better and legally authorized to do business in the State of Arizona with policies and forms satisfactory to CITY. Provided, however, the A.M. Best rating requirement shall not be deemed to apply to required Worker's Compensation coverage.
  - B. The CONSULTANT and any of its subcontractors, subconsultants or sublicensees shall procure and maintain, until all of their obligations have been discharged, including any warranty periods under this Agreement are satisfied, the insurances set forth below.
  - C. The insurance requirements set forth below are minimum requirements for this Agreement and in no way limit the indemnity covenants contained in this Agreement.
  - D. The City in no way warrants that the minimum insurance limits contained in this Agreement are sufficient to protect CONSULTANT from liabilities that might arise out of the performance of the Agreement services under this Agreement by CONSULTANT, its agents, representatives, employees, subcontractors, sublicensees or subconsultants and the CONSULTANT is free to purchase any additional insurance as may be determined necessary.
  - E. Failure to demand evidence of full compliance with the insurance requirements in this Agreement or failure to identify any insurance deficiency will not relieve the CONSULTANT from, nor will it be considered a waiver of its obligation to maintain the required insurance at all times during the performance of this Agreement.

- F. Use of SubContractors: If any work is subcontracted in any way, the CONSULTANT shall execute a written agreement with Subcontractor containing the same Indemnification Clause and Insurance Requirements as the City requires of the CONSULTANT in this Agreement. The CONSULTANT is responsible for executing the Agreement with the Subcontractor and obtaining Certificates of Insurance and verifying the insurance requirements.
2. Minimum Scope And Limits Of Insurance. The CONSULTANT shall provide coverage with limits of liability not less than those stated below.
- A. *Commercial General Liability-Occurrence Form.* CONSULTANT must maintain "occurrence" form Commercial General Liability insurance with a limit of not less than \$2,000,000 for each occurrence, \$4,000,000 aggregate. Said insurance must also include coverage for products and completed operations, independent contractors, personal injury and advertising injury. If any Excess insurance is utilized to fulfill the requirements of this paragraph, the Excess insurance must be "follow form" equal or broader in coverage scope than underlying insurance.
- B. *Automobile Liability-Any Auto or Owned, Hired and Non-Owned Vehicles Vehicle Liability.* CONSULTANT must maintain Business/Automobile Liability insurance with a limit of \$1,000,000 each accident on CONSULTANT owned, hired, and non-owned vehicles assigned to or used in the performance of the CONSULTANT's work or services under this Agreement. If any Excess or Umbrella insurance is utilized to fulfill the requirements of this paragraph, the Excess or Umbrella insurance must be "follow form" equal or broader in coverage scope than underlying insurance.
- C. *Workers Compensation and Employers Liability Insurance.* CONSULTANT must maintain Workers Compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of CONSULTANT employees engaged in the performance of work or services under this Agreement and must also maintain Employers' Liability insurance of not less than \$1,000,000 for each accident and \$1,000,000 disease for each employee.
- D. *Professional Liability.* If the Agreement is the subject of any professional services or work performed by the CONSULTANT, or if the CONSULTANT engages in any professional services or work adjunct or residual to performing the work under this Agreement, the CONSULTANT must maintain Professional Liability insurance covering errors and omissions arising out of the work or services performed by the CONSULTANT, or anyone employed by the CONSULTANT, or anyone whose acts, mistakes, errors and omissions the CONSULTANT is legally liable, with a liability limit of \$1,000,000 each claim and \$2,000,000 all claims. In the event the Professional Liability insurance policy is written on a "claims made" basis, coverage must extend for 3 years past completion and acceptance of the work or services, and the CONSULTANT, or its selected Design Professional will submit Certificates of Insurance as evidence the required coverage is in effect. The Design Professional must annually submit Certificates of Insurance citing that the applicable coverage is in force and contains the required provisions for a 3 year period.
3. Additional Policy Provisions Required.
- A. *Self-Insured Retentions Or Deductibles.* Any self-insured retentions and deductibles must be declared and approved by the City. If not approved, the City may require that

the insurer reduce or eliminate any deductible or self-insured retentions with respect to the City, its officers, officials, agents, employees, and volunteers.

- B. *City as Additional Insured.* The policies are to contain, or be endorsed to contain, the following provisions:
1. The Commercial General Liability and Automobile Liability policies are to contain, or be endorsed to contain, the following provisions: The City, its officers, officials, agents, and employees are additional insureds with respect to liability arising out of activities performed by, or on behalf of, the CONSULTANT including the City's general supervision of the CONSULTANT; Products and Completed operations of the CONSULTANT; and automobiles owned, leased, hired, or borrowed by the CONSULTANT.
  2. The CONSULTANT's insurance must contain broad form contractual liability coverage and must not exclude liability arising out of explosion, collapse, or underground property damage hazards ("XCU") coverage.
  3. The City, its officers, officials, agents, and employees must be additional insureds to the full limits of liability purchased by the CONSULTANT even if those limits of liability are in excess of those required by this Agreement.
  4. The CONSULTANT's insurance coverage must be primary insurance with respect to the City, its officers, officials, agents, and employees. Any insurance or self-insurance maintained by the City, its officers, officials, agents, and employees shall be in excess of the coverage provided by the CONSULTANT and must not contribute to it.
  5. The CONSULTANT's insurance must apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
  6. Coverage provided by the CONSULTANT must not be limited to the liability assumed under the indemnification provisions of this Agreement.
  7. The policies must contain a severability of interest clause and waiver of subrogation against the City, its officers, officials, agents, and employees, for losses arising from Work performed by the CONSULTANT for the City.
  8. The CONSULTANT, its successors and or assigns, are required to maintain Commercial General Liability insurance as specified in this Agreement for a minimum period of 3 years following completion and acceptance of the Work. The CONSULTANT must submit a Certificate of Insurance evidencing Commercial General Liability insurance during this 3 year period containing all the Agreement insurance requirements, including naming the City of Chandler, its agents, representatives, officers, directors, officials and employees as Additional Insured as required.
  9. If a Certificate of Insurance is submitted as verification of coverage, the City will reasonably rely upon the Certificate of Insurance as evidence of coverage but this acceptance and reliance will not waive or alter in any way the insurance requirements or obligations of this Agreement. If any of the required policies expire during the life of this Agreement, the CONSULTANT must forward renewal or replacement Certificates to the City within 10 days after the renewal date containing all the necessary insurance provisions.