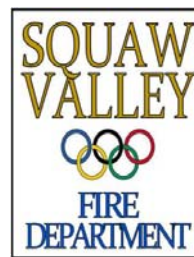




SQUAW VALLEY PUBLIC SERVICE DISTRICT



Village at Squaw Valley Specific Plan Development Agreement Consulting Services

DATE: August 30, 2016

TO: District Board Members

FROM: Mike Geary, General Manager

SUBJECT: Consulting services for negotiating the Development Agreement for the Village at Squaw Valley Specific Plan.

BACKGROUND: Mark Wasley, principal of Developed Knowledge, has been providing consulting services to the District in support of a Development Agreement (DA) with Squaw Valley Real Estate (SVRE) for the proposed Village at Squaw Valley Specific Plan since December, 2015. Mark has provided a valuable service to the District's staff and Board and has reached the budget limit for his original proposal. The agreement between the District and Developed Knowledge was based on a proposal to provide services in an amount not to exceed \$9,750 and SVRE's agreement to reimburse the District for the costs of services. As required by the District's Purchasing Policy, Board authorization is required for professional services agreements (PSA's) in amounts greater than \$10,000. A revised proposal to continue work negotiating a DA is attached for the Board consideration and approval.

DISCUSSION: Since December 2015, Mr. Wasley has participated in internal meetings with staff, District counsel, the Village Ad Hoc Committee, the Board of Directors, and in negotiations with representatives from SVRE. He continues to provide benefit to the process by leveraging his extensive background in the development of master-planned communities and experience in the negotiation, crafting, execution and fulfillment of agreements similar to the DA currently under negotiation. He collaborates well with staff, counsel and representatives from SVRE and provides perspective unique to the District's team. His support also allows staff to remain focused on the myriad other projects and day-to-day operations providing needed bandwidth to staff.

- ALTERNATIVES:** 1. Authorize staff to execute an on-call contract with Developed Knowledge, LLC to provide consulting services in support of a Development Agreement with SVRE for the proposed Village at Squaw Valley as described in the attached proposal.
2. Do not approve the proposal from Developed Knowledge to provide consulting services.

FISCAL/RESOURCE IMPACTS: Consulting support from Developed Knowledge provides external expertise and needed bandwidth to staff in negotiating the DA between the District and SVRE. Staff's execution of the PSA with Developed Knowledge is contingent on SVRE's commitment to reimburse the District for the cost of their work.

RECOMMENDATION: Authorize staff to execute an on-call contract with Developed Knowledge, LLC to provide on-call consulting services in support of a Development Agreement with SVRE for the proposed Village at Squaw Valley as described in the attached proposal, contingent on SVRE's commitment to reimburse the District for the cost of services.

ATTACHMENTS: Proposal from Developed Knowledge, LLC to provide consulting services in support of a DA between the District and SVRE for the proposed Village at Squaw Valley Specific Plan.

DATE PREPARED: August 23, 2016.

Mark J. Wasley, Principal
Developed Knowledge, LLC
13189 Northwoods Blvd.
Truckee, CA 96161

August 22, 2016

Mike Geary, General Manager
Squaw Valley Public Service District
3015 Squaw Valley Road
Olympic Valley, CA 96146

General Manager Geary,

In December 2015, with a mutual understanding that the scope of consulting services related to the Village at Squaw Valley Specific Plan Development Agreement (DA) negotiations between the Squaw Valley Public Service District (SVPSD) and Squaw Valley Real Estate (SVRE) could not be fully defined in December 2015, Developed Knowledge, LLC and the SVPSD entered into a consulting services agreement as attached.

It has been my pleasure serving the Board and Staff of the SVPSD as a consultant since December 2015. I have learned a great deal about the SVPSD, SVRE and the proposed Village at Squaw Valley project. I greatly appreciate the professionalism, the attention to detail and the protection of public interest embraced by each SVPSD representative. I believe that both parties have negotiated in good faith and in support of the public interest.

The initial consulting agreement between Developed Knowledge, LLC and SVPSD contained a 'not to exceed' amount of \$9,750. To date, Developed Knowledge, LLC has billed and has been paid \$ 9,875 by SVPSD. Believing that I have added and will continue to add value to the benefit of SVPSD and its constituency, I propose the following extension of the consulting services agreement:

Services: On-call consulting services support related to Village at Squaw Valley Specific Plan Development Agreement (DA) negotiations between SVPSD and SVRE.
Term: Extending/renewing the December 2015 consulting services agreement through December 31, 2016 removing any not to exceed amount
Rate: \$180/hour + out of pocket expenses
Billing: Monthly

It is my understanding that the extension of the Developed Knowledge, LLC consulting services agreement must be approved by both SVPSD and SVRE as the cost of the consulting services related to the negotiations of the DA are fully reimbursable to SVPSD by SVRE.

Please let me know the SVPSD is agreeable to the extension terms as proposed above.

Cordially,

Mark J. Wasley, Principal