

Agenda



County of Inyo Board of Supervisors

Board of Supervisors Room
County Administrative Center
224 North Edwards
Independence, California

NOTICE TO THE PUBLIC: In order to minimize the spread of the COVID-19 virus, Governor Newsom signed Assembly Bill 361 – Brown Act: Remote Meetings During a State of Emergency that suspends certain requirements of the Brown Act. Please be advised that the Board of Supervisors Chambers are closed to the public, and the Board will be conducting its meetings online.

Board Members and Staff will participate via Zoom webinar, accessible to the public at <https://zoom.us/j/868254781>. Individuals will be asked to provide their name and an email address in order to access the videoconference. Anyone who does not want to provide their email address may use the following generic, non-functioning address to gain access: donotreply@inyocounty.us.

The meeting may also be accessed by telephone at the following numbers: (669) 900-6833; (346) 248-7799; (253) 215-8782; (929) 205-6099; (301) 715-8592; (312) 626-6799. Webinar ID: 868 254 781.

Anyone wishing to make either a general public comment or a comment on a specific agenda item prior to the meeting or as the item is being heard, may do so either in writing or by utilizing the Zoom "hand-raising" feature when appropriate during the meeting (the Chair will call on those who wish to speak). Generally, speakers are limited to three minutes. Written public comment, limited to **250 words or less**, may be emailed to the Assistant Clerk of the Board at boardclerk@inyocounty.us. Your comments may or may not be read aloud, but all comments will be made a part of the record. Please make sure to submit a separate email for each item that you wish to comment upon.

Public Notices: (1) In Compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting please contact the Clerk of the Board at (760) 878-0373. (28 CFR 35.102-35.104 ADA Title II). Notification 48 hours prior to the meeting will enable the County to make reasonable arrangements to ensure accessibility to this meeting. Should you because of a disability require appropriate alternative formatting of this agenda, please notify the Clerk of the Board 72 hours prior to the meeting to enable the County to make the agenda available in a reasonable alternative format. (Government Code Section 54954.2). (2) If a writing, that is a public record relating to an agenda item for an open session of a regular meeting of the Board of Supervisors, is distributed less than 72 hours prior to the meeting, the writing shall be available for public inspection at the Office of the Clerk of the Board of Supervisors, 224 N. Edwards, Independence, California and is available per Government Code § 54957.5(b)(1).

Note: Historically the Board does break for lunch; the timing of a lunch break is made at the discretion of the Chairperson and at the Board's convenience.

January 18, 2022 - 8:30 AM

1. **PUBLIC COMMENT** (Comments may be time-limited)

CLOSED SESSION

2. **PUBLIC EMPLOYEE EVALUATION – Pursuant to Government Code §54957 –**
Title: County Administrative Officer.
3. **CONFERENCE WITH COUNTY'S LABOR NEGOTIATORS – Pursuant to Government Code §54957.6 –** Regarding employee organizations: Deputy Sheriff's Association (DSA); Elected Officials Assistant Association (EOAA); Inyo County Correctional Officers Association (ICCOA); Inyo County Employees Association (ICEA); Inyo County Probation Peace Officers Association (ICPPOA); IHSS Workers; Law Enforcement Administrators' Association (LEAA). Unrepresented employees: all County designated representatives – County Administrator Leslie Chapman, Assistant County Administrator Sue Dishion, County Counsel John-Carl Vallejo, Health and Human Services Director Marilyn Mann, and Chief Probation Officer Jeff Thomson.

OPEN SESSION (With the exception of timed items, all open-session items may be considered at any time and in any order during the meeting in the Board's discretion.)

- 10 A.M.
4. **PLEDGE OF ALLEGIANCE**
 5. **REPORT ON CLOSED SESSION AS REQUIRED BY LAW**
 6. **INTRODUCTIONS** - The following new employees will be introduced to the Board: Amanda Wagner, Deputy Probation Officer, Probation; and Lucina V. Mesquitez, Office Technician, Treasurer-Tax Collector.
 7. **PUBLIC COMMENT** (*Comments may be time-limited*)
 8. **COUNTY DEPARTMENT REPORTS**

CONSENT AGENDA (Items that are considered routine and are approved in a single motion; approval recommended by the County Administrator)

9. **Coroner** - Request Board approve Amendment No. 2 to the contract between the County of Inyo and Central Valley Toxicology, Inc. of Clovis, CA, increasing the contract to an amount not to exceed \$43,000, and authorize the Chairperson to sign.
10. **County Administrator - Motor Pool** - Request Board authorize the issuance of a purchase order payable in an amount of \$83,489.17 to West Coast Lights and Sirens of Riverside, CA for three (3) Explorer Interceptors, one (1) 2021 Explorer Interceptor K-9 Unit, and one (1) Expedition patrol unit.
11. **Health & Human Services - Behavioral Health** - Request Board appoint Michelle Saenz and Jason Forehand each to fill unexpired three-year terms on the Behavioral Health Advisory Board ending June 30, 2024.
12. **Health & Human Services - Behavioral Health** - Request Board approve agreement with the California Mental Health Services Authority for Peer Specialist Certification and authorize the Chairperson and the HHS Director to sign.
13. **Health & Human Services - ESAAA** - Request Board reappoint Joann Poncho, Kelli Davis, and Patti Hamic-Christensen each to unexpired two-year terms on the Eastern Sierra Area Agency on Aging Advisory Council, ending December 11, 2023. (*Notice of Vacancy resulted in requests for appointment from Ms. Poncho, Ms. Davis, and Ms. Hamic-Christensen.*)
- 13A. **Public Works** - Request Board: A) declare Granite Construction Company of Bakersfield, CA the successful bidder for 2700 Tons of Plant Mixed Asphalt per Bid No. RD21-08; and B) authorize the purchase of the base bid along with the additional additives 1 & 2 for 750 Tons of Plant Mixed Asphalt from Granite Construction Company of Bakersfield, CA in the total amount not to exceed \$425,914.20.
14. **Public Works - Parks & Recreation** - Request Board approve request from Mr. Allan Johnson to reserve all campsites at Portuguese Joe Campground, October 6 through October 9, 2022.

15. **Public Works - Recycling & Waste Management** - Request Board:
- A) approve and ratify Amendment No. 1 to the contract between the County of Inyo and Preferred Septic and Disposal of Bishop, CA, to:
 - 1. remove waste hauling services from former county buildings and add the new consolidated building for waste hauling;
 - 2. extend the term end date from February 28, 2023 to June 30, 2023; and
 - 3. increase the not-to-exceed amount from \$180,000 to \$200,000 contingent, upon the Board's approval of future budgets; and
 - B) authorize the Chairperson to sign, contingent upon all appropriate signatures being obtained.

DEPARTMENTAL (To be considered at the Board's convenience)

16. **Clerk of the Board** - Request Board approve the minutes of the regular Board of Supervisors meetings of December 7, December 14, and December 21, 2021.

TIMED ITEMS (Items will not be considered before scheduled time but may be considered any time after the scheduled time.)

17. **11 A.M. - County Counsel** - Request Board hold a hearing pursuant to Government Code Section 9026 to appoint itself the governing board of the Tecopa Cemetery District
18. **11:05 A.M. - County Administrator - Economic Development** - Request Board receive presentation on the Eastern Sierra Small Business Resource Center DRAFT Business Plan by staff and AccompanyCo.

COMMENT (Portion of the Agenda when the Board takes comment from the public and County staff)

19. ***PUBLIC COMMENT*** (Comments may be time-limited)

BOARD MEMBERS AND STAFF REPORTS

CORRESPONDENCE - INFORMATIONAL

20. **Auditor-Controller** - An actual count of money in the hands of the Treasurer made on January 6, 2022.



County of Inyo



Coroner

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Denelle Carrington

SUBJECT: Approval of Amendment #2 with Central Valley Toxicology, Inc.

RECOMMENDED ACTION:

Request Board approve Amendment No. 2 to the contract between the County of Inyo and Central Valley Toxicology, Inc. of Clovis, CA, increasing the contract to an amount not to exceed \$43,000, and authorize the Chairperson to sign.

SUMMARY/JUSTIFICATION:

This three-year contract ends on June 30, 2022. When this contract was initiated in 2019 and then amended in 2021, there were fewer autopsies being performed and the Coroner caseload was much lower. Unfortunately, in the past several months, the caseload has more than doubled than in previous years. The Coroner's office is required to investigate certain cases and toxicology services are required for each autopsy. The increase in this contract will allow the Coroner to continue toxicology testing, which is required, through the end of the fiscal year.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board could choose not to approve this amendment, which would impact the job and the required duties of the Coroners Office.

OTHER AGENCY INVOLVEMENT:

FINANCING:

There are sufficient funds in the Coroners Budget (023500) in Professional Services (5265).

ATTACHMENTS:

1. Central Valley Toxicology - Original Contract
2. Amendment #1 - Central Valley Toxicology Contract
3. Amendment #2 - Central Valley Toxicology Contract

APPROVALS:

Denelle Carrington
Darcy Ellis
Denelle Carrington
John Vallejo
Amy Shepherd

Created/Initiated - 1/12/2022
Approved - 1/12/2022
Approved - 1/12/2022
Approved - 1/13/2022
Final Approval - 1/13/2022

In the Rooms of the Board of Supervisors

County of Inyo, State of California

I, HEREBY CERTIFY, that at a meeting of the Board of Supervisors of the County of Inyo, State of California, held in their rooms at the County Administrative Center in Independence on the 7th day of May 2019 an order was duly made and entered as follows:

**Coroner – Central
Valley Toxicology
Sole-Source
Contract**

Moved by Supervisor Tillemans and seconded by Supervisor Kingsley to: A) declare Central Valley Toxicology, Inc. a sole-source provider of toxicology services; and B) approve the contract between Inyo County and Central Valley Toxicology, Inc. for the provision of toxicology services in an amount not to exceed \$18,000 for the period of July 1, 2019 through June 30, 2022, contingent upon the Board's adoption of future budgets, and authorize the Chairperson to sign. Motion carried unanimously.

Routing
CC Purchasing Personnel Auditor CAO Coroner, Budget Analyst Other: DATE: May 13, 2019

WITNESS my hand and the seal of said Board this 7th
Day of May, 2019



CLINT G. QUILTER
Clerk of the Board of Supervisors

Clint G. Quilter

By: _____



AGENDA REQUEST FORM
BOARD OF SUPERVISORS
COUNTY OF INYO

For Clerk's Use Only:
AGENDA NUMBER

- Consent Departmental Correspondence Action Public Hearing
 Scheduled Time for Closed Session Informational

FROM: Jason Molinar, Inyo County Coroner

FOR THE BOARD MEETING OF: May 7, 2019

SUBJECT: Approval of Contract with Central Valley Toxicology, Inc.

DEPARTMENTAL RECOMMENDATION:

Request your Board A) declare Central Valley Toxicology, Inc a sole source provider of toxicology services; and B) approve the contract between Inyo County and Central Valley Toxicology, Inc. for the provision of toxicology services in an amount not to exceed \$18,000 for the period of July 1, 2019 through June 30, 2022, contingent upon future budgets, and authorize the Chairperson to sign.

SUMMARY DISCUSSION:

This contract is an essential function for the Coroner's office. Central Valley Toxicology, Inc. has been providing Toxicology Services for this office for many years and it benefits this department to continue with this contract.

ALTERNATIVES:

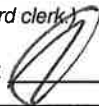

Your Board could choose to not approve this contract, which would impact the job of the Coroner, and not allow him to move forward appropriately and fulfill his duties as Coroner.

OTHER AGENCY INVOLVEMENT:

FINANCING:

This expense will be budgeted in the Coroner's Budget each year in Professional Services.

APPROVALS

COUNTY COUNSEL:	AGREEMENTS, CONTRACTS AND ORDINANCES AND CLOSED SESSION AND RELATED ITEMS <i>(Must be reviewed and approved by county counsel prior to submission to the board clerk.)</i> Approved:  Date <u>5/10/19</u>
AUDITOR/CONTROLLER:	ACCOUNTING/FINANCE AND RELATED ITEMS <i>(Must be reviewed and approved by the auditor-controller prior to submission to the board clerk.)</i>  Approved: <u>yes</u> Date <u>4/17/2019</u>

DEPARTMENT HEAD SIGNATURE: Jason Molinas by Planning Date: 4/17/19
(Not to be signed until all approvals are received)
(The Original plus 14 copies of this document are required)

AGREEMENT BETWEEN COUNTY OF INYO

AND Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology **SERVICES**

INTRODUCTION

WHEREAS, the County of Inyo (hereinafter referred to as "County") may have the need for the Toxicology services of Central Valley Toxicology of Clovis, CA (hereinafter referred to as "Contractor"), and in consideration of the mutual promises, covenants, terms, and conditions hereinafter contained, the parties hereby agree as follows:

TERMS AND CONDITIONS

1. SCOPE OF WORK.

The Contractor shall furnish to the County, upon its request, those services and work set forth in Attachment A, attached hereto and by reference incorporated herein. Requests by the County to the Contractor to perform under this Agreement will be made by Jason Molinar, whose title is: Coroner. Requests to the Contractor for work or services to be performed under this Agreement will be based upon the County's need for such services. The County makes no guarantee or warranty, of any nature, that any minimum level or amount of services or work will be requested of the Contractor by the County under this Agreement. County by this Agreement incurs no obligation or requirement to request from Contractor the performance of any services or work at all, even if County should have some need for such services or work during the term of this Agreement.

Services and work provided by the Contractor at the County's request under this Agreement will be performed in a manner consistent with the requirements and standards established by applicable federal, state, and County laws, ordinances, regulations, and resolutions. Such laws, ordinances, regulations, and resolutions include, but are not limited to, those which are referred to in this Agreement.

2. TERM.

The term of this Agreement shall be from July 1, 2019 to June 30, 2022 unless sooner terminated as provided below.

3. CONSIDERATION.

A. Compensation. County shall pay to Contractor in accordance with the Schedule of Fees (set forth as Attachment B) for the services and work described in Attachment A which are performed by Contractor at the County's request.

B. Travel and per diem. Contractor will not be paid or reimbursed for travel expenses or per diem which Contractor incurs in providing services and work requested by County under this Agreement.

C. No additional consideration. Except as expressly provided in this Agreement, Contractor shall not be entitled to, nor receive, from County, any additional consideration, compensation, salary, wages, or other type of remuneration for services rendered under this Agreement. Specifically, Contractor shall not be entitled, by virtue of this Agreement, to consideration in the form of overtime, health insurance benefits, retirement benefits, disability retirement benefits, sick leave, vacation time, paid holidays, or other paid leaves of absence of any type or kind whatsoever.

D. Limit upon amount payable under Agreement. The total sum of all payments made by the County to Contractor for services and work performed under this Agreement shall not exceed \$18,000 Dollars (hereinafter referred to as "contract limit"). County expressly reserves the right to deny any payment or reimbursement requested by Contractor for services or work performed which is in excess of the contract limit.

E. Billing and payment. Contractor shall submit to the County, once a month, an itemized statement of all services and work described in Attachment A, which were done at the County's request. This statement will be submitted to the County not later than the fifth (5th) day of the month. The statement to be submitted will cover the period from the first (1st) day of the preceding month through and including the last day of the preceding month. This statement will identify the date on which the services and work were performed and describe the nature of the services and work which were performed on each day. Upon timely receipt of the statement by the fifth (5th) day of the month, County shall make payment to Contractor on the last day of the month.

F. Federal and State taxes.

(1) Except as provided in subparagraph (2) below, County will not withhold any federal or state income taxes or social security from any payments made by County to Contractor under the terms and conditions of this Agreement.

(2) County will withhold California State income taxes from payments made under this Agreement to non-California resident independent contractors when it is anticipated that total annual payments to Contractor under this Agreement will exceed one thousand four hundred ninety nine dollars (\$1,499.00).

(3) Except as set forth above, County has no obligation to withhold any taxes or payments from sums paid by County to Contractor under this Agreement. Payment of all taxes and other assessments on such sums is the sole responsibility of Contractor. County has no responsibility or liability for payment of Contractor's taxes or assessments.

(4) The total amounts paid by County to Contractor, and taxes withheld from payments to non-California residents, if any, will be reported annually to the Internal Revenue Service and the California State Franchise Tax Board. To facilitate this reporting, Contractor shall complete and submit to the County an Internal Revenue Service (IRS) Form W-9 upon executing this Agreement.

4. WORK SCHEDULE.

Contractor's obligation is to perform, in a timely manner, those services and work identified in Attachment A which are requested by the County. It is understood by Contractor that the performance of these services and work will require a varied schedule. Contractor will arrange his/her own schedule, but will coordinate with County to ensure that all services and work requested by County under this Agreement will be performed within the time frame set forth by County.

5. REQUIRED LICENSES, CERTIFICATES, AND PERMITS.

A. Any licenses, certificates, or permits required by the federal, state, county, municipal governments, for contractor to provide the services and work described in Attachment A must be procured by Contractor and be valid at the time Contractor enters into this Agreement or as otherwise may be required. Further, during the term of this Agreement, Contractor must maintain such licenses, certificates, and permits in full force and effect. Licenses, certificates, and permits may include, but are not limited to, driver's licenses, professional licenses or certificates, and business licenses. Such licenses, certificates, and permits will be procured and maintained in force by Contractor at no expense to the County. Contractor will provide County, upon execution of this Agreement, with evidence of current and valid licenses, certificates and permits which are required to perform the services identified in Attachment A. Where there is a dispute between Contractor and County as to what licenses, certificates, and permits are required to perform the services identified in Attachment A, County reserves the right to make such determinations for purposes of this Agreement.

B. Contractor warrants that it is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in covered transactions by any federal department or agency. Contractor also warrants that it is not suspended or debarred from

receiving federal funds as listed in the List of Parties Excluded from Federal Procurement or Non-procurement Programs issued by the General Services Administration available at: <http://www.sam.gov>.

6. OFFICE SPACE, SUPPLIES, EQUIPMENT, ET CETERA.

Contractor shall provide such office space, supplies, equipment, vehicles, reference materials, and telephone service as is necessary for Contractor to provide the services identified in Attachment A to this Agreement. County is not obligated to reimburse or pay Contractor, for any expense or cost incurred by Contractor in procuring or maintaining such items. Responsibility for the costs and expenses incurred by Contractor in providing and maintaining such items is the sole responsibility and obligation of Contractor.

7. COUNTY PROPERTY.

A. Personal Property of County. Any personal property such as, but not limited to, protective or safety devices, badges, identification cards, keys, etc. provided to Contractor by County pursuant to this Agreement are, and at the termination of this Agreement remain, the sole and exclusive property of County. Contractor will use reasonable care to protect, safeguard and maintain such items while they are in Contractor's possession. Contractor will be financially responsible for any loss or damage to such items, partial or total, which is the result of Contractor's negligence.

B. Products of Contractor's Work and Services. Any and all compositions, publications, plans, designs, specifications, blueprints, maps, formulas, processes, photographs, slides, video tapes, computer programs, computer disks, computer tapes, memory chips, soundtracks, audio recordings, films, audio-visual presentations, exhibits, reports, studies, works of art, inventions, patents, trademarks, copyrights, or intellectual properties of any kind which are created, produced, assembled, compiled by, or are the result, product, or manifestation of, Contractor's services or work under this Agreement are, and at the termination of this Agreement remain, the sole and exclusive property of the County. At the termination of the Agreement, Contractor will convey possession and title to all such properties to County.

8. WORKERS' COMPENSATION.

Contractor shall provide Statutory California Worker's Compensation coverage and Employer's Liability coverage for not less than \$1,000,000 per occurrence for all employees engaged in services or operations under this Agreement. The County of Inyo, its agents, officers and employees shall be named as additional insured or a waiver of subrogation shall be provided.

9. INSURANCE.

For the duration of this Agreement Contractor shall procure and maintain insurance of the scope and amount specified in Attachment C and with the provisions specified in that attachment.

10. STATUS OF CONTRACTOR.

All acts of Contractor, its agents, officers, and employees, relating to the performance of this Agreement, shall be performed as independent contractors, and not as agents, officers, or employees of County. Contractor, by virtue of this Agreement, has no authority to bind or incur any obligation on behalf of County. Except as expressly provided in Attachment A, Contractor has no authority or responsibility to exercise any rights or power vested in the County. No agent, officer, or employee of the Contractor is to be considered an employee of County. It is understood by both Contractor and County that this Agreement shall not under any circumstances be construed or considered to create an employer-employee relationship or a joint venture. As an independent contractor:

A. Contractor shall determine the method, details, and means of performing the work and services to be provided by Contractor under this Agreement.

B. Contractor shall be responsible to County only for the requirements and results specified in this Agreement, and except as expressly provided in this Agreement, shall not be subjected to County's control with respect to the physical action or activities of Contractor in fulfillment of this Agreement.

C. Contractor, its agents, officers, and employees are, and at all times during the term of this Agreement shall, represent and conduct themselves as independent contractors, and not as employees of County.

11. DEFENSE AND INDEMNIFICATION.

Contractor shall hold harmless, defend and indemnify County and its officers, officials, employees and volunteers from and against any and all liability, loss, damage, expense, costs (including without limitation costs and fees of litigation) of every nature arising out of or in connection with Contractor's performance of work hereunder or its failure to comply with any of its obligations contained in the agreement, except such loss or damages which was caused by the sole negligence or willful misconduct of the County.

12. RECORDS AND AUDIT.

A. Records. Contractor shall prepare and maintain all records required by the various provisions of this Agreement, federal, state, county, municipal, ordinances, regulations, and directions. Contractor shall maintain these records for a minimum of four (4) years from the termination or completion of this Agreement. Contractor may fulfill its obligation to maintain records as required by this paragraph by substitute photographs, microphotographs, or other authentic reproduction of such records.

B. Inspections and Audits. Any authorized representative of County shall have access to any books, documents, papers, records, including, but not limited to, financial records of Contractor, which County determines to be pertinent to this Agreement, for the purposes of making audit, evaluation, examination, excerpts, and transcripts during the period such records are to be maintained by Contractor. Further, County has the right, at all reasonable times, to audit, inspect, or otherwise evaluate the work performed or being performed under this Agreement.

13. NONDISCRIMINATION.

During the performance of this Agreement, Contractor, its agents, officers, and employees shall not unlawfully discriminate in violation of any federal, state, or local law, against any employee, or applicant for employment, or person receiving services under this Agreement, because of race, religion, color, national origin, ancestry, physical handicap, medical condition, marital status, age, or sex. Contractor and its agents, officers, and employees shall comply with the provisions of the Fair Employment and Housing Act (Government Code section 12900, et seq.), and the applicable regulations promulgated thereunder in the California Code of Regulations. Contractor shall also abide by the Federal Civil Rights Act of 1964 (P.L. 88-352) and all amendments thereto, and all administrative rules and regulations issued pursuant to said act.

14. CANCELLATION.

This Agreement may be canceled by County without cause, and at will, for any reason by giving to Contractor thirty (30) days written notice of such intent to cancel. Contractor may cancel this Agreement without cause, and at will, for any reason whatsoever by giving thirty (30) days written notice of such intent to cancel to County.

15. ASSIGNMENT.

This is an agreement for the services of Contractor. County has relied upon the skills, knowledge, experience, and training of Contractor as an inducement to enter into this Agreement. Contractor shall not assign or subcontract this Agreement, or any part of it, without the express written consent of County.

Further, Contractor shall not assign any monies due or to become due under this Agreement without the prior written consent of County.

16. DEFAULT.

If the Contractor abandons the work, or fails to proceed with the work and services requested by County in a timely manner, or fails in any way as required to conduct the work and services as required by County, County may declare the Contractor in default and terminate this Agreement upon five (5) days written notice to Contractor. Upon such termination by default, County will pay to Contractor all amounts owing to Contractor for services and work satisfactorily performed to the date of termination.

17. WAIVER OF DEFAULT.

Waiver of any default by either party to this Agreement shall not be deemed to be waiver of any subsequent default. Waiver or breach of any provision of this Agreement shall not be deemed to be a waiver of any other or subsequent breach, and shall not be construed to be a modification of the terms of this Agreement unless this Agreement is modified as provided in paragraph twenty-three (23) below.

18. CONFIDENTIALITY.

Contractor further agrees to comply with the various provisions of the federal, state, and county laws, regulations, and ordinances providing that information and records kept, maintained, or accessible by Contractor in the course of providing services and work under this Agreement, shall be privileged, restricted, or confidential. Contractor agrees to keep confidential all such information and records. Disclosure of such confidential, privileged, or protected information shall be made by Contractor only with the express written consent of the County. Any disclosure of confidential information by Contractor without the County's written consent is solely and exclusively the legal responsibility of Contractor in all respects.

Notwithstanding anything in the Agreement to the contrary, names of persons receiving public social services are confidential and are to be protected from unauthorized disclosure in accordance with Title 45, Code of Federal Regulations Section 205.50, the Health Insurance Portability and Accountability Act of 1996, and Sections 10850 and 14100.2 of the Welfare and Institutions Code, and regulations adopted pursuant thereto. For the purpose of this Agreement, all information, records, and data elements pertaining to beneficiaries shall be protected by the provider from unauthorized disclosure.

19. CONFLICTS.

Contractor agrees that it has no interest, and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of the work and services under this Agreement.

20. POST AGREEMENT COVENANT.

Contractor agrees not to use any confidential, protected, or privileged information which is gained from the County in the course of providing services and work under this Agreement, for any personal benefit, gain, or enhancement. Further, Contractor agrees for a period of two years after the termination of this Agreement, not to seek or accept any employment with any entity, association, corporation, or person who, during the term of this Agreement, has had an adverse or conflicting interest with the County, or who has been an adverse party in litigation with the County, and concerning such, Contractor by virtue of this Agreement has gained access to the County's confidential, privileged, protected, or proprietary information.

21. SEVERABILITY.

If any portion of this Agreement or application thereof to any person or circumstance shall be declared invalid by a court of competent jurisdiction, or if it is found in contravention of any federal, state, or county statute, ordinance, or regulation, the remaining provisions of this Agreement, or the application thereof, shall not be invalidated thereby, and shall remain in full force and effect to the extent that the provisions of this Agreement are severable.

22. FUNDING LIMITATION.

The ability of County to enter this Agreement is based upon available funding from various sources. In the event that such funding fails, is reduced, or is modified, from one or more sources, County has the option to cancel, reduce, or modify this Agreement, or any of its terms within ten (10) days of its notifying Contractor of the cancellation, reduction, or modification of available funding. Any reduction or modification of this Agreement made pursuant to this provision must comply with the requirements of paragraph twenty-three (23) (Amendment).

23. AMENDMENT.

This Agreement may be modified, amended, changed, added to, or subtracted from, by the mutual consent of the parties hereto, if such amendment or change is in written form and executed with the same formalities as this Agreement, and attached to the original Agreement to maintain continuity.

24. NOTICE.

Any notice, communication, amendments, additions, or deletions to this Agreement, including change of address of either party during the terms of this Agreement, which Contractor or County shall be required, or may desire, to make, shall be in writing and may be personally served, or sent by prepaid first class mail to, the respective parties as follows:

County of Inyo	
Coroner	Department
<u>325 West Elm Street</u>	Street
<u>Bishop, CA 93514</u>	City and State

Contractor:	
<u>Central Valley Toxicology, Inc.</u>	Name
<u>1580 Tollhouse Road</u>	Street
<u>Clovis, CA 93611</u>	City and State

25. ENTIRE AGREEMENT.

This Agreement contains the entire agreement of the parties, and no representations, inducements, promises, or agreements otherwise between the parties not embodied herein or incorporated herein by reference, shall be of any force or effect. Further, no term or provision hereof may be changed, waived, discharged, or terminated, unless the same be in writing executed by the parties hereto.

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AGREEMENT BETWEEN COUNTY OF INYO
AND Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology **SERVICES**

IN WITNESS THEREOF, THE PARTIES HERETO HAVE SET THEIR HANDS AND SEALS
THIS _____ DAY OF _____, _____.

COUNTY OF INYO

CONTRACTOR

By: _____
Signature

By: 
Signature

Print or Type Name

ROBERT TORRES
Print or Type Name

Dated: _____

Dated: 4/2/2019

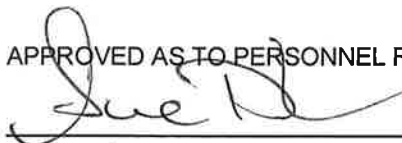
APPROVED AS TO FORM AND LEGALITY:

County Counsel


APPROVED AS TO ACCOUNTING FORM:


County Auditor

APPROVED AS TO PERSONNEL REQUIREMENTS:


Personnel Services

APPROVED AS TO INSURANCE REQUIREMENTS:


County Risk Manager

ATTACHMENT A

AGREEMENT BETWEEN COUNTY OF INYO

Central Valley Toxicology, Inc.

AND

FOR THE PROVISION OF

Toxicology

SERVICES

TERM:

FROM: 07/01/2019 **TO:** 06/30/2022

SCOPE OF WORK:

Toxicology Services

ATTACHMENT B

AGREEMENT BETWEEN COUNTY OF INYO

AND Central Valley Toxicology, Inc.

FOR THE PROVISION OF Toxicology **SERVICES**

TERM:

FROM: 07/01/2019 **TO:** 06/30/2022

SCHEDULE OF FEES:

See Attached Schedule of Fees

Total amount of contract not to exceed \$18,000

CORONER'S FEE SCHEDULE

CORONER'S COMPLETE PANEL (INCLUDES CONFIRMATION/LEVELS):	Comprehensive screening with confirmation and quantification of abused drugs, alcohol and other drugs that are in a range of high therapeutic to overdose levels. Includes prescription and over-the-counter drugs, over 350 drugs and metabolites. Does not include Marijuana.	\$198.00
ADDITIONAL SAMPLE:	Each additional sample add	\$55.00
ROUTINE PANEL (INCLUDES CONFIRMATION/LEVELS):	Ethyl Alcohol, Acetone, Cocaine, Opiates, PCP, Amphetamines, Barbiturates, Benzodiazepines, Methadone, Fentanyl, Tricyclic Antidepressants, and Carisoprodol.	\$155.00
ABUSED DRUG SCREEN:	Cocaine, Opiates, PCP, and Amphetamines; one price includes four individual drug screens. (Qualitative Screen Only)	\$46.00
GENERAL DRUG SCREEN:	Includes prescription and over-the-counter drugs, over 350 drugs and metabolites. (Qualitative Screen Only)	\$83.00
SPECIFIC DRUG SCREEN/CONFIRM/LEVEL:	Screening for a specific drug from a biological matrix with determination and quantitative concentration of primary drug and metabolite when applicable (Quantitative)	\$78.00
BLOOD ALCOHOL:	Blood Ethyl Alcohol with Confirmation in secondary sample (vitreous humor, urine, etc.) when available	\$45.00
SOLVENT/VOLATILE:	Methyl Alcohol, Isopropyl Alcohol, Acetone, Benzene, Chloroform, Toluene, etc. with Confirmation in secondary sample (vitreous humor, urine, etc.) when available	\$78.00
VITREOUS PANEL:	Sodium, Potassium, Chloride, Glucose	\$78.00
UREA NITROGEN:	Urea Nitrogen (Vitreous humor, VUN)	\$30.00
CREATININE:	Creatinine (Vitreous humor)	\$30.00
CARBOXYHEMOGLOBIN:	%Saturation of blood by CO	\$78.00
SUBSTANCE ID:	Identification and confirmation of drugs in capsules, powders, tablets, fluids, organic material.	\$105.00
TISSUE PREP:	Mincing/liquefying preparation of tissue sample.	\$38.00
CORONER'S CAP:	A maximum fee of \$550.00 is charged when the individual test fees are in excess of \$550.00 for a final toxicology report. A cap does not include fees charged by an outside lab or other send outs or additional testing after a final report has been issued.	\$550.00

SEND OUTS: Shipping Costs to CVT will be included in Send Out Charges (Heavy Metals, Lithium, Hep C, HIV, etc.) At Cost

B.L. POSEY
S.N. KIMBLE
Directors

1580 Tollhouse Road
Clovis, California 93611
Phone (559) 323-9940
Fax (559) 323-7502

ATTACHMENT C

AGREEMENT BETWEEN COUNTY OF INYO

Central Valley Toxicology, Inc.

AND _____

FOR THE PROVISION OF _____

Toxicology

_____ SERVICES

TERM:

FROM: 07/01/2019 _____

TO: 06/30/2022 _____

SEE ATTACHED INSURANCE PROVISIONS

In the Rooms of the Board of Supervisors

County of Inyo, State of California

I, HEREBY CERTIFY, that at a meeting of the Board of Supervisors of the County of Inyo, State of California, held in their rooms at the County Administrative Center in Independence on the 7th day of September 2021 an order was duly made and entered as follows:

*County
Administrator –
Central Valley
Toxicology
Amendment 1*

Moved by Supervisor Pucci and seconded by Supervisor Kingsley to approve Amendment No. 1 to the contract between the County of Inyo and Central Valley Toxicology, Inc. of Clovis, CA, increasing the contract to an amount not to exceed \$28,000, contingent upon the Board's approval of the Fiscal Year 2021-2022 Budget, and authorize the Chairperson to sign.

WITNESS my hand and the seal of said Board this 7th
Day of September, 2021



LESLIE L. CHAPMAN
Clerk of the Board of Supervisors

Leslie L. Chapman

By: _____

<i>Routing</i>
CC Purchasing Personnel Auditor CAO Sr. Budget Analyst Other: DATE: September 8, 2021

#18



County of Inyo



County Administrator

CONSENT - ACTION REQUIRED

MEETING: September 7, 2021

FROM: Denelle Carrington

SUBJECT: Approval of Amendment #1 with Central Valley Toxicology, Inc.

RECOMMENDED ACTION:

Request Board approve Amendment No. 1 to the contract between the County of Inyo and Central Valley Toxicology, Inc. of Clovis, CA, increasing the contract to an amount not to exceed \$28,000, contingent upon the Board's approval of the Fiscal Year 2021-2022 Budget, and authorize the Chairperson to sign.

SUMMARY/JUSTIFICATION:

This three-year contract ends on June 30, 2022. When the contract was originally initiated back in 2019, there were fewer autopsies being performed and the Coroner caseload was lower. The Coroners office is required to investigate certain cases and toxicology services are required for each autopsy. The increase in this contract will allow the Coroner to continue toxicology testing through the end of this fiscal year.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board could choose not to approve this amendment, which would impact the job and required duties of the Coroners Office.

OTHER AGENCY INVOLVEMENT:

None

FINANCING:

This expense is budgeted in the Coroner Budget #023500 in Professional Services (5265).

ATTACHMENTS:

- 1. Central Valley Toxicology Amendment 1

APPROVALS:

Denelle Carrington

Created/Initiated - 8/30/2021

Darcy Ellis
Denelle Carrington
Marshall Rudolph
Amy Shepherd

Approved - 8/30/2021
Approved - 8/30/2021
Approved - 8/30/2021
Final Approval - 8/30/2021

**AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology SERVICES**

WHEREAS, the County of Inyo (hereinafter referred to as "County") and Central Valley Toxicology, Inc. (hereinafter referred to as "Contractor"), have entered into an Agreement for the Provision of Toxicology Services dated May 7, 2019 on County of Inyo Standard Contract No. 116 for the term from July 1, 2019 to June 30, 2022.

WHEREAS, County and Contractor do desire and consent to amend such Agreement as set forth below;

WHEREAS, such Agreement provides that it may be modified, amended, changed, added to, or subtracted from, by the mutual consent of the parties thereto, if such amendment or change is in written form, and executed with the same formalities as such Agreement, and attached to the original Agreement to maintain continuity.

County and Contractor hereby amend such Agreement as follows:

The first sentence of Paragraph 3.D. Limit Upon Amount Payable Under This Agreement, of the Agreement is amended to read as follows:

The total sum of all payments made by the County to Contractor for services and work performed under this agreement shall not exceed \$28,000 (hereinafter referred to as "contract limit"). County expressly reserves the right to deny any payment or reimbursement requested by Contractor for services or work performed which is in excess of the contract limit.

In Attachment B, Agreement Between County of Inyo and Central Valley Toxicology, Inc. for the provision of Toxicology Services under the Schedule of Fees, Not to exceed \$4,000 per year is changed to Total Amount of Funding is \$28,000.

The effective date of this Amendment to the Agreement is July 1, 2021.

All the other terms and conditions of the Agreement are unchanged and remain the same.

AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology SERVICES

IN WITNESS THEREOF, THE PARTIES HERETO HAVE SET THEIR HANDS AND
SEALS THIS 7th DAY OF September, 2021.

COUNTY OF INYO

By: *[Signature]*

Dated: 09-07-2021

CONTRACTOR

By: *[Signature]*

Signature

Edwards Espinoza

Type or Print

Dated: 08-30-21

APPROVED AS TO FORM AND LEGALITY:

Grace Chuska

County Counsel

APPROVED AS TO ACCOUNTING FORM:

[Signature]

County Auditor

AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology SERVICES

IN WITNESS THEREOF, THE PARTIES HERETO HAVE SET THEIR HANDS AND
SEALS THIS _____ DAY OF _____

COUNTY OF INYO

CONTRACTOR

By: _____

By:  _____
Signature

Dated: _____

Eduardo Espirito
Type or Print
Dated: 08-30-21

APPROVED AS TO FORM AND LEGALITY:


County Counsel

APPROVED AS TO ACCOUNTING FORM:


County Auditor

**AMENDMENT NUMBER 2 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology SERVICES**

WHEREAS, the County of Inyo (hereinafter referred to as "County") and Central Valley Toxicology, Inc. (hereinafter referred to as "Contractor"), have entered into an Agreement for the Provision of Toxicology Services dated May 7, 2019 on County of Inyo Standard Contract No. 116 for the term from July 1, 2019 to June 30, 2022.

WHEREAS, County and Contractor do desire and consent to amend such Agreement as set forth below;

WHEREAS, such Agreement provides that it may be modified, amended, changed, added to, or subtracted from, by the mutual consent of the parties thereto, if such amendment or change is in written form, and executed with the same formalities as such Agreement, and attached to the original Agreement to maintain continuity.

County and Contractor hereby amend such Agreement as follows:

The first sentence of Paragraph 3.D. Limit Upon Amount Payable Under This Agreement, of the Agreement is amended to read as follows:

The total sum of all payments made by the County to Contractor for services and work performed under this agreement shall not exceed \$43,000 (hereinafter referred to as "contract limit"). County expressly reserves the right to deny any payment or reimbursement requested by Contractor for services or work performed which is in excess of the contract limit.

In Attachment B, Agreement Between County of Inyo and Central Valley Toxicology, Inc. for the provision of Toxicology Services under the Schedule of Fees, Not to exceed \$4,000 per year is changed to Total Amount of Funding is \$43,000.

The effective date of this Amendment to the Agreement is July 1, 2021.

All the other terms and conditions of the Agreement are unchanged and remain the same.

**AMENDMENT NUMBER 2 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Central Valley Toxicology, Inc.
FOR THE PROVISION OF Toxicology SERVICES**

IN WITNESS THEREOF, THE PARTIES HERETO HAVE SET THEIR HANDS AND
SEALS THIS _____ DAY OF _____, _____.

COUNTY OF INYO

CONTRACTOR

By: _____

By:  _____
Signature

Dated: _____

Eduardo Espiritu
Type or Print
Dated: 1/5/2022

APPROVED AS TO FORM AND LEGALITY:



County Counsel

APPROVED AS TO ACCOUNTING FORM:



County Auditor



County of Inyo



County Administrator - Motor Pool

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Miquela Beall

SUBJECT: Purchase of Three Explorer Interceptors, One 2021 Explorer Interceptor K-9 Unit, and One Expedition Patrol Unit

RECOMMENDED ACTION:

Request Board authorize the issuance of a purchase order payable in an amount of \$83,489.17 to West Coast Lights and Sirens of Riverside, CA for three (3) Explorer Interceptors, one (1) 2021 Explorer Interceptor K-9 Unit, and one (1) Expedition patrol unit.

SUMMARY/JUSTIFICATION:

In October 2021, the Motor Pool Dept. conducted a bid to find a vendor for the equipping of the 2021 patrol units. Notice to Bidders were sent to 7 potential vendors and we received only one actual bid. This bid was \$50k over the projected budget and the vendor is located 8 hours away, which would make the transport cost astronomical. The on-going COVID-19 pandemic and supply chain issues have created a lack of competition in the market. We do not believe that going back out to bid would be successful.

After putting this work out to bid failed to produce any usable results, the Mono County Sheriff's Dept. referred us to West Coast Lights and Sirens from Riverside, CA. West Coast Lights and Sirens did not respond to the October bid solicitation. Mono County has been using this vendor exclusively for several years and is very satisfied. We requested a quote from this vendor. This vendor has been very responsive and professional in the creation of this quote. In addition, the issues identified above have resulted an extended length of production time in all service areas. It is imperative that we get these new patrol vehicles into service as soon as possible. This is especially true for the K-9 unit. As of now, we only have one spare unit that can be utilized for the K-9 and this unit is inadequate to provide safe transport in extreme temperatures.

Because the competitive process failed to produce any usable responses, we are requesting that the Board approve the issuance of a purchase order to West Coast Lights and Sirens.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your board could choose not to authorize the purchase of this safety and communication equipment and could instruct Motor Pool to put the work out to bid again. However, this is not recommended. The previous effort to

use the competitive process did not result in any usable bids. Additionally, the vehicles have been in the county's possession for over 6 months, yet we have not been able to put them into service. It has been very difficult to secure these types of services in the midst of the COVID-19 pandemic so to not approve this request would add weeks to the process and still not guarantee success.

OTHER AGENCY INVOLVEMENT:

FINANCING:

The equipping of the patrol vehicles has been budgeted in the FY21/22 Motor Pool Operating Budget 200100 Object Code 5655.

ATTACHMENTS:

1. Est. 11682 from West Coast Lights and Sirens Inc.
2. Est. 11836 from West Coast Lights and Sirens Inc.
3. Est. 11837 from West Coast Lights and Sirens Inc.

APPROVALS:

Miquela Beall	Created/Initiated - 1/7/2022
Darcy Ellis	Approved - 1/7/2022
Miquela Beall	Approved - 1/7/2022
John Vallejo	Approved - 1/7/2022
Amy Shepherd	Approved - 1/10/2022
Leslie Chapman	Final Approval - 1/13/2022

WEST COAST LIGHTS & SIRENS, INC.

601 COLUMBIA AVENUE
 UNIT "B"
 RIVERSIDE, CA 92507

Phone # 9517799257 info@wcls.us
 Fax # 951-779-9256 WCLS.US



PROPOSAL

Date	Estimate #
12/30/2021	11682

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 UTILITY

Item	Description	Qty	Cost	Total
95.00 /HOUR	>>TO INSTALL THE FOLLOWING IN A 2021 FORD PIU<< - VEHICLE WILL HAVE "READY TO ROAD" PACKAGE LABOR TO INSTALL THE FOLLOWING - CUSTOMER SUPPLIED RADIOS & EQUIPMENT ONE (1) UHF KENWOOD NX-5800 DASHMOUNT (ONE PIECE MOUNTED IN CENTER CONSOLE SPEAKER IS BUILT IN). ONE (1) DUAL BAND KENWOOD TK-690/790 VHF/LOW BAND REMOTE MOUNT RADIO (TWO REMOTE MOUNT DECKS, ONE CONTROL HEAD MOUNTED IN CENTER CONSOLE, AND ONE EXTERNAL SPEAKER). THREE (3) ROOF MOUNTED ANTENNAS VHF/UHF/LOW BAND.	45	95.00	4,275.00T
BK0534ITU20	>>BUMPER<< PB400 PUSH BUMPER BAR W/NO LIGHTS, 2020 FORD UTILITY ALUMINUM	1	385.98	385.98T
ES100C	>>LIGHTING & SIREN EQUIPMENT<< ES100C SPEAKER W/O BRACKET - BEHIND GRILLE	1	170.00	170.00T
ESB-FPIU20NDB	SPEAKER MOUNT BRACKET FOR 2020 INUT	1	36.40	36.40T
VALR51J-CAL2	51" VALOR; RED/BLUE	1	2,500.00	2,500.00T

Subtotal
Sales Tax (7.75%)
Total

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PROPOSAL

Date	Estimate #
12/30/2021	11682

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 UTILITY

Item	Description	Qty	Cost	Total
PF200S17B	SIREN/LIGHT CONTROLLER WITH 17 BUTTON CONTROLLER, 100/200 W, OBDII INTEGRATION CAPABILITY, INTEGRATED RUMBLER® CAPABILITY, AND INTEGRATED DUAL TONE CAPABILITY- MULTICOLOR CONTROL HEAD	1	948.00	948.00T
RBKIT2	PAIR OF RUMBLER WOOFERS	1	285.43	285.43T
RB-FPIU20	RUMBLER BRACKET FOR 2020 UTILITY	1	34.65	34.65T
FHL-TAIL	FLASHER, TAILLIGHT, UNIVERSAL APPLICATIONS, 18" WIRE LEADS	1	60.64	60.64T
ZSURCHARGE	FEDERAL SIGNAL SURCHARGE	1	200.00	200.00T
	>>CONSOLE & GUN RACK EQUIPMENT<<			
CC-20-UV10-L8	2020 PI UTILITY 18" SLOPED CONSOLE, 10" SLOPE, 8" LEVEL (NO FLOOR PLATE NEEDED, MOUNTS DIRECTLY TO FLOOR) >>>PLATINUM<<<< - KENWOOD NX-5800 -TK-690/790 VHF DUAL BAND - X2 DECKS	1	379.78	379.78T
AC-INBHG	4" INTERNAL BEVERAGE HOLDER W/GROMMETS	1	38.61	38.61T
MMSU1	MAGNETIC MIC CONVERSION KIT	3	30.16	90.48T
1011B	15 AMP 12VOLT DC SOCKET	2	4.79	9.58T
1016B	DUAL USB SOCKET	1	18.3287	18.33T

Subtotal
Sales Tax (7.75%)
Total

WEST COAST LIGHTS & SIRENS, INC.

601 COLUMBIA AVENUE
 UNIT "B"
 RIVERSIDE, CA 92507

Phone # 9517799257 info@wcls.us
 Fax # 951-779-9256 WCLS.US



PROPOSAL

Date	Estimate #
12/30/2021	11682

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 UTILITY

Item	Description	Qty	Cost	Total
FP-BLUE-S3	2" FACEPLATE W/ 3 CUTOUTS FOR BLUE SEA 12V OUTLETS	1	16.90	16.90T
PKG-TAB-APP1	DOCKING STATION (CHARGE ONLY) AND TABLET CASE FOR APPLE IPAD 10.5 INCH PRO (GEN 1) AND APPLE IPAD AIR	1	224.60	224.60T
CM-UV20-SL-LED	2020 PI UTILITY PASSENGER SEAT MOUNT W/SLIDE ARM DOCK.	1	466.83	466.83T
SHIPPING	SHIPPING FOR TROY ITEMS	1	55.00	55.00
7070	PELICAN 12V DC FLASH LIGHT CHARGER INCLUDES PELICAN CHARGER CORD 6061	1	51.35	51.35T
6061	PELICAN 7070 CHARGER CORD	1	13.97	13.97T
GK11191B1SSVSCA	DUAL WEAPON MOUNT, ONE SHOT GUN LOCK, ONE 1080E, FOR LARGE SUV'S AND TRUCKS #2 KEY	1	597.69	597.69T
PK1126ITU20TM	>>PRISONER TRANSPORT<< FRONT PARTITION #10XL C HORIZONTAL SLIDING WINDOW COATED POLYCARBONATE WITH VINYL COATED EXPANDED METAL WINDOW SECURITY SCREEN. XL PANEL PARTITION TALL MAN	1	710.85	710.85T
QK2120ITU20	SMART BELT CENTER PULL SEAT BELT WITH FULL REPLACEMENT TRANSPORT SEAT TPO PLASTIC. #12VS STATIONARY WINDOW VINYL COATED EXPANDED METAL CARGO PARTITION	1	1,460.36	1,460.36T

Subtotal
Sales Tax (7.75%)
Total

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PROPOSAL

Date	Estimate #
12/30/2021	11682

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 UTILITY

Item	Description	Qty	Cost	Total
WK0040ITU20	WINDOW BARRIER VS 3-PEICE SET SIDE WINDOWS & REAR HATCH STEEL HORIZONTAL REAR CARGO COMPARTMENT	1	285.43	285.43T
DK0100ITU20	2020 DOOR PANELS TPO PLASTIC BLACK	1	208.08	208.08T
TK0247ITU20	CARGO BOX - TOA - BSN 20-22 INTERCEPTOR UTILITY NOT COMPATIBLE WITH E-Z LIFT REQUIRED - SETINA #12VS OR FREESTAND	1	765.00	765.00T
TPA9289	CARGO RADIO TRAY W/ NO LOCK CARGO BOX ACCESSORY	1	301.65	301.65T
SHIPPING	SHIPPING FOR SETINA ITEMS	1	200.00	200.00
	>>ELECTRONICS<<			
JOB MATERIALS	ELECTRONICS BOARD WITH CARPET	1	50.00	50.00T
7189B	150 AMP BREAKER	1	28.18	28.18T
CBB-BK-S	SEDAN / 2020 UTILITY CIRCUIT BREAKER BRACKET	1	12.00	12.00T
5028B	FUSE BLOCK ST BLADE 6 WITHOUT GROUND CIRCUIT	1	21.57	21.57T
5026B	FUSE BLOCK STBLADE 12 CIRC W/GND/CVR	1	33.91	33.91T
7615B	AUTOMATIC TIMER DISCONNECT	1	101.54	101.54T
MB8U	3/4" HOLE NMO STYLE BRASS MT W/17' RG58U & NO CONNECTOR	3	15.51	46.53T
ANXQWFT120	118-970 MHZ 0 DB FIELD TUNABLE 1/4 WAVE MOBILE ANTENNA	3	10.65	31.95T
WC-PFAC-2020	PATHFINDER ACCESSORY HARNESS REV B2	1	56.84	56.84T

Subtotal
Sales Tax (7.75%)
Total

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PROPOSAL

Date	Estimate #
12/30/2021	11682

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 UTILITY

Item	Description	Qty	Cost	Total
WC-PFOP-2020	PATHFINDER OUTPUT HARNESS REV A2	1	77.02	77.02T
OBD-CABLE25-2	25-FT OBDII INTERFACE CABLE, FOR USE ON 2020 FORD POLICE INTERCEPTOR UTILITY (PASSENGER SIDE KICK PANEL) `	1	114.08	114.08T
JOB MATERIALS	MISC. PARTS, WIRE, ZIP TIES, CLAMPS, FASTENERS, RELAYS, ETC.	1	225.00	225.00T

ALL PROPOSALS WITH FEDERAL SIGNAL LIGHTING ARE SUBJECT TO A 5% SURCHARGE. IF CHANGES ARE MADE TO THIS PROPOSAL AFTER APPROVAL IT WILL RESULT IN A CHANGE ORDER.

PLEASE MAKE SURE YOU HAVE ALL CUSTOMER SUPPLIED PARTS WHEN VEHICLE IS DROPPED OFF. IF CUSTOMER SUPPLIED PARTS IS NOT COMPLETE, THIS WILL DELAY VEHICLE COMPLETION DATE. IF DELAYS CONTINUE, WE WILL SUPPLY NEEDED PARTS AT CUSTOMERS EXPENSE.

CALIFORNIA CERTIFIED SMALL BUSINESS #49878

NOTE: SALES TAX WILL BE CHARGED ON INSTALLATION LABOR ON A VEHICLE WITH 500 MILES OR LESS OR UNDER 6 MONTHS SINCE

Subtotal	\$15,589.21
Sales Tax (7.75%)	\$1,188.40
Total	\$16,777.61

WEST COAST LIGHTS & SIRENS, INC.

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PROPOSAL

Date	Estimate #
12/30/2021	11836

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2021 K9 UTILITY

Item	Description	Qty	Cost	Total
95.00 /HOUR	>>TO INSTALL THE FOLLOWING IN A 2021 FORD PIU - K9 LABOR TO INSTALL THE FOLLOWING - CUSTOMER SUPPLIED RADIOS & EQUIPMENT ONE (1) UHF KENWOOD NX-5800 DASHMOUNT (ONE PIECE MOUNTED IN CENTER CONSOLE SPEAKER IS BUILT IN). ONE (1) DUAL BAND KENWOOD TK-690/790 VHF/LOW BAND REMOTE MOUNT RADIO (TWO REMOTE MOUNT DECKS, ONE CONTROL HEAD MOUNTED IN CENTER CONSOLE, AND ONE EXTERNAL SPEAKER). THREE (3) ROOF MOUNTED ANTENNAS VHF/UHF/LOW BAND. ALL K-9 CAGE AND PARTS ARE NEW AND PROVIDED BY SHERIFF'S DEPARTMENT	52	95.00	4,940.00T
BK0534ITU20	>>BUMPER<< PB400 PUSH BUMPER BAR W/NO LIGHTS, 2020 FORD UTILITY ALUMINUM	1	385.98	385.98T
ES100C	>>LIGHTING & SIREN EQUIPMENT<< ES100C SPEAKER W/O BRACKET - BEHIND GRILLE	1	170.00	170.00T
ESB-FPIU20NDB	SPEAKER MOUNT BRACKET FOR 2020 INUT	1	36.40	36.40T
VALR51J-CAL2	51" VALOR; RED/BLUE	1	2,500.00	2,500.00T

Subtotal
Sales Tax (7.75%)
Total

WEST COAST LIGHTS & SIRENS, INC.

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 RIVERSIDE, CA 92507

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PROPOSAL

Date	Estimate #
12/30/2021	11836

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2021 K9 UTILITY

Item	Description	Qty	Cost	Total
PF200S17B	SIREN/LIGHT CONTROLLER WITH 17 BUTTON CONTROLLER, 100/200 W, OBDII INTEGRATION CAPABILITY, INTEGRATED RUMBLER® CAPABILITY, AND INTEGRATED DUAL TONE CAPABILITY- MULTICOLOR CONTROL HEAD	1	948.00	948.00T
RBKIT2	PAIR OF RUMBLER WOOFERS	1	285.43	285.43T
RB-FPIU20	RUMBLER BRACKET FOR 2020 UTILITY	1	34.65	34.65T
FHL-TAIL	FLASHER, TAILLIGHT, UNIVERSAL APPLICATIONS, 18" WIRE LEADS	1	60.64	60.64T
ZSURCHARGE	FEDERAL SIGNAL SURCHARGE	1	200.00	200.00T
	>>CONSOLE & GUN RACK EQUIPMENT<<			
CC-20-UV10-L8	2020 PI UTILITY 18" SLOPED CONSOLE, 10" SLOPE, 8" LEVEL (NO FLOOR PLATE NEEDED, MOUNTS DIRECTLY TO FLOOR) >>>PLATINUM<<<< - KENWOOD NX-5800 -TK-690/790 VHF DUAL BAND - X2 DECKS	1	379.78	379.78T
AC-INBHG	4" INTERNAL BEVERAGE HOLDER W/GROMMETS	1	38.61	38.61T
FP-BLUE-S3	2" FACEPLATE W/ 3 CUTOUTS FOR BLUE SEA 12V OUTLETS	1	16.90	16.90T
1011B	15 AMP 12VOLT DC SOCKET	2	4.79	9.58T
1016B	DUAL USB SOCKET	1	18.33	18.33T

Subtotal
Sales Tax (7.75%)
Total

WEST COAST LIGHTS & SIRENS, INC.

601 COLUMBIA AVENUE
 UNIT "B"
 RIVERSIDE, CA 92507

Phone # 9517799257 info@wcls.us
 Fax # 951-779-9256 WCLS.US



PROPOSAL

Date	Estimate #
12/30/2021	11836

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2021 K9 UTILITY

Item	Description	Qty	Cost	Total
PKG-TAB-APP1	DOCKING STATION (CHARGE ONLY) AND TABLET CASE FOR APPLE IPAD 10.5 INCH PRO (GEN 1) AND APPLE IPAD AIR	1	224.60	224.60T
CM-UV20-SL-LED	2020 PI UTILITY PASSENGER SEAT MOUNT W/SLIDE ARM DOCK.	1	466.83	466.83T
SHIPPING	SHIPPING FOR TROY ITEMS	1	55.00	55.00
MMSU1	MAGNETIC MIC CONVERSION KIT	3	30.16	90.48T
7070	PELICAN 12V DC FLASH LIGHT CHARGER INCLUDES PELICAN CHARGER CORD 6061	1	51.35	51.35T
6061	PELICAN 7070 CHARGER CORD	1	13.97	13.97T
FABRICATED	FABRICATION OF OVER HEAD GUN RACK	1	300.00	300.00T
SC-6	XL HANDCUFF STYLE GUN LOCK #2 KEY	1	158.32	158.32T
SC-1901	SOLID ALUMINUM BUTT PLATE	1	25.73	25.73T
	>>K9 EQUIPMENT<< - SUPPLIED BY CUSTOMER INSTALL: K9 HOT N POP, ITEM# HP52FI20 INSTALL: LONG RANGE PAGER, ITEM# HP.RBM-27-400 INSTALL: STALL SENSOR, ITEM# HAP-EVS-K INSTALL: 10" FAN, ITEM# HA-FKT-IO-P INSTALL: K9 INSERT BLACK CAGE, ITEM# K9-F28-PT-B (HAVIS)			
	>>CARGO EQUIPMENT<<			

Subtotal
Sales Tax (7.75%)
Total

WEST COAST LIGHTS & SIRENS, INC.

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PROPOSAL

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12/30/2021	11836

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2021 K9 UTILITY

Item	Description	Qty	Cost	Total
TK0247ITU20	CARGO BOX - TOA - BSN 20-22 INTERCEPTOR UTILITY NOT COMPATIBLE WITH E-Z LIFT REQUIRED - SETINA #12VS OR FREESTAND	1	765.00	765.00T
TPA9289	CARGO RADIO TRAY W/ NO LOCK CARGO BOX ACCESSORY	1	301.65	301.65T
SHIPPING	SHIPPING OF SETINA ITEMS	1	200.00	200.00
LOFT-PIU20-2G	20+ FORD POLICE UTILITY/EXPLORER LOFT DUAL WEAPON STORAGE TRAY - INTERIOR DIMENSION 16.5" X 40" LOFT-PIU20-2G INCLUDES 2 GUN LOCKS, MUZZLE BRACKET ASSEMBLY, BUTT CUP & MOMENTARY PUSH BUTTON SWITCH. FOR USE WITH A 18" SHOTGUN & M4 (OPTIONAL ACCESSORIES AVAILABLE)	1	873.60	873.60T
SHIPPING	SHIPPING FOR LUND ITEMS	1	125.00	125.00
	>>ELECTRONICS<<			
JOB MATERIALS	ELECTRONICS BOARD WITH CARPET	1	50.00	50.00T
7189B	150 AMP BREAKER	1	28.18	28.18T
CBB-BK-S	SEDAN / 2020 UTILITY CIRCUIT BREAKER BRACKET	1	12.00	12.00T
5028B	FUSE BLOCK ST BLADE 6 WITHOUT GROUND CIRCUIT	1	21.57	21.57T
5026B	FUSE BLOCK STBLADE 12 CIRC W/GND/CVR	1	33.91	33.91T
7615B	AUTOMATIC TIMER DISCONNECT	1	101.54	101.54T
MB8U	3/4" HOLE NMO STYLE BRASS MT W/17' RG58U & NO CONNECTOR	3	15.51	46.53T

Subtotal
Sales Tax (7.75%)
Total

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Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2021 K9 UTILITY

Item	Description	Qty	Cost	Total
ANXQWFT120	118-970 MHZ 0 DB FIELD TUNABLE 1/4 WAVE MOBILE ANTENNA	3	10.65	31.95T
WC-PFAC-2020	PATHFINDER ACCESSORY HARNESS REV B2	1	56.84	56.84T
WC-PFOP-2020	PATHFINDER OUTPUT HARNESS REV A2	1	77.02	77.02T
OBDCABLE25-2	25-FT OBDII INTERFACE CABLE, FOR USE ON 2020 FORD POLICE INTERCEPTOR UTILITY (PASSENGER SIDE KICK PANEL) `	1	114.08	114.08T
JOB MATERIALS	MISC. PARTS, WIRE, ZIP TIES, CLAMPS, FASTENERS, RELAYS, ETC.	1	225.00	225.00T

ALL PROPOSALS WITH FEDERAL SIGNAL LIGHTING ARE SUBJECT TO A 5% SURCHARGE. IF CHANGES ARE MADE TO THIS PROPOSAL AFTER APPROVAL IT WILL RESULT IN A CHANGE ORDER.

PLEASE MAKE SURE YOU HAVE ALL CUSTOMER SUPPLIED PARTS WHEN VEHICLE IS DROPPED OFF. IF CUSTOMER SUPPLIED PARTS IS NOT COMPLETE, THIS WILL DELAY VEHICLE COMPLETION DATE. IF DELAYS CONTINUE, WE WILL SUPPLY NEEDED PARTS AT CUSTOMERS EXPENSE.

CALIFORNIA CERTIFIED SMALL BUSINESS #49878

NOTE: SALES TAX WILL BE CHARGED ON INSTALLATION LABOR ON A VEHICLE WITH 500 MILES OR LESS OR UNDER 6 MONTHS SINCE

Subtotal	\$14,474.45
Sales Tax (7.75%)	\$1,092.32
Total	\$15,566.77

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PROPOSAL

Date	Estimate #
12/30/2021	11837

Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 EXPEDITION

Item	Description	Qty	Cost	Total
95.00 /HOUR	>>TO INSTALL THE FOLLOWING IN A FORD EXPEDITION<< LABOR TO INSTALL THE FOLLOWING - CUSTOMER SUPPLIED RADIOS & EQUIPMENT ONE (1) UHF KENWOOD NX-5800 DASHMOUNT (ONE PIECE MOUNTED IN CENTER CONSOLE SPEAKER IS BUILT IN). ONE (1) DUAL BAND KENWOOD TK-690/790 VHF/LOW BAND REMOTE MOUNT RADIO (TWO REMOTE MOUNT DECKS, ONE CONTROL HEAD MOUNTED IN CENTER CONSOLE, AND ONE EXTERNAL SPEAKER). THREE (3) ROOF MOUNTED ANTENNAS VHF/UHF/LOW BAND. -DEACTIVATE REAR WINDOWS	48	95.00	4,560.00T
BK0060EPD18	>>BUMPER<< PB400 VS ALUM WINCH BUMPER - NO ADAPTIVE CRUISE CONTROL	1	490.13	490.13T
JOB MATERIALS	WARN WINCH WAR103255	1	1,137.48	1,137.48T
ES100C	>>LIGHTING & SIREN EQUIPMENT<< ES100C SPEAKER W/O BRACKET - BEHIND GRILLE	1	170.00	170.00T
ESB-U	KIT, UNIVERSAL BAIL BRACKET , ALL VEHICLES	1	24.70	24.70T
416900Z-RW	CORNER LED,DUAL,INLINE FLASHER HORIZ OPTIC, RED/WHITE	1	63.00	63.00T

Subtotal
Sales Tax (7.75%)
Total

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Name / Address
INYO COUNTY MOTOR POOL 1360 N. MAIN STREET BISHOP, CA 93514 ATTN: MIQUELA BEALL

Terms	VEHICLE TYPE
	2022 EXPEDITION

Item	Description	Qty	Cost	Total
416900Z-BW	CORNER LED,DUAL,INLINE FLASHER HORIZ OPTIC,BLUE/WHITE	1	63.00	63.00T
VALR51J-CAL2	51" VALOR; RED/BLUE	1	2,500.00	2,500.00T
PF200S17B	SIREN/LIGHT CONTROLLER WITH 17 BUTTON CONTROLLER, 100/200 W, OBDII INTEGRATION CAPABILITY, INTEGRATED RUMBLER® CAPABILITY, AND INTEGRATED DUAL TONE CAPABILITY- MULTICOLOR CONTROL HEAD	1	948.00	948.00T
RBKIT2	PAIR OF RUMBLER WOOFERS	1	285.43	285.43T
RB-EXPD08	RUMBLER MOUNTS FOR 2008 EXPEDITION OR NEWER	1	27.30	27.30T
CNSM8RS-RAB	CN SIGNAL MASTER 8 LED FIXTURES 1 RED/6AMBER/1BLUE	1	650.00	650.00T
FABRICATED	FABRICATION - BRACKETS FOR REAR DIRECTIONAL (PAIR)	1	85.00	85.00T
FHL-TAIL	FLASHER, TAILLIGHT, UNIVERSAL APPLICATIONS , 18" WIRE LEADS	1	60.64	60.64T
416900Z-RB	CORNER LED,DUAL,INLINE FLASHER HORIZ OPTIC, RED/BLUE - TAILLIGHTS	2	59.80	119.60T
MPS62U-RB	MICROPULSE ULTRA 6, DUAL COLOR, CLEAR LENS, SURFACE MOUNT- RED/BLUE - REAR SIDE WINDOW LIGHTS	2	83.00	166.00T
MPSM6-LB	FEDERAL SIGNAL SINGLE L-BRACKETS	2	10.35	20.70T

Subtotal
Sales Tax (7.75%)
Total

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Terms	VEHICLE TYPE
	2022 EXPEDITION

Item	Description	Qty	Cost	Total
MPS62U-RB	MICROPULSE ULTRA 6, DUAL COLOR, CLEAR LENS, SURFACE MOUNT- RED/BLUE - UNDER HATCH LIGHTS - ON SWITCH	2	83.00	166.00T
ZSURCHARGE	FEDERAL SIGNAL SURCHARGE	1	200.00	200.00T
	>>CONSOLE & GUN RACK EQUIPMENT<<			
C-VSW-3000-EXPD-1	12.5" WIDE FLAT 30" VEHICLE-SPECIFIC CONSOLE FOR 2018-2021 FORD EXPEDITION SSV - PLATINUM - KENWOOD NX-5800 -TK-690/790 VHF DUAL BAND - X2 DECKS	1	750.83	750.83T
CUP2-1001	DUAL CUP HOLDER FOR 2020 CONSOLE	1	44.58	44.58T
PKG-PSM-185	2018- 2021 FORD EXPEDITION COMPUTER SIDE MOUNT PACKAGE	1	241.22	241.22T
PKG-TAB-APP1	DOCKING STATION (CHARGE ONLY) AND TABLET CASE FOR APPLE IPAD 10.5 INCH PRO (GEN 1) AND APPLE IPAD AIR	1	224.60	224.60T
SHIPPING	SHIPPING OF HAVIS EQUIPMENT	1	40.00	40.00
7070	PELICAN 12V DC FLASH LIGHT CHARGER INCLUDES PELICAN CHARGER CORD 6061	1	51.35	51.35T
6061	PELICAN 7070 CHARGER CORD	1	13.97	13.97T
GK11191B1SSVSCA	DUAL WEAPON MOUNT, ONE SHOT GUN LOCK, ONE 1080E, FOR LARGE SUV'S AND TRUCKS	1	597.69	597.69T
MMSU1	MAGNETIC MIC CONVERSION KIT	3	30.16	90.48T

Subtotal
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Total

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Name / Address
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Terms	VEHICLE TYPE
	2022 EXPEDITION

Item	Description	Qty	Cost	Total
	>>PRISONER TRANSPORT<<			
PK1152EPD18	#10XL HORIZONTAL SLIDING WINDOW. COATED POLYCARBONATE. WITH EXPANDED METAL WINDOW SECURITY SCREEN XL PANEL PARTITION	1	734.06	734.06T
PK0123EPD182ND	#12VS 2ND EXPANDED METAL PARTITION	1	324.03	324.03T
WK0514EPD18	WINDOW BARRIER VS STEEL VERTICAL	1	208.08	208.08T
DK0598EPD18	DOOR PANEL VS ALUMINUM	1	135.20	135.20T
SHIPPING	SHIPPING FOR SETINA ITEMS	1	200.00	200.00
	>>ELECTRONICS<<			
JOB MATERIALS	ELECTRONICS BOARD WITH CARPET AND LEXAN COVER	1	200.00	200.00T
7189B	150 AMP BREAKER	1	28.18	28.18T
CBB-BK-S	SEDAN / 2020 UTILITY CIRCUIT BREAKER BRACKET	1	12.00	12.00T
5028B	FUSE BLOCK ST BLADE 6 WITHOUT GROUND CIRCUIT	1	21.57	21.57T
5026B	FUSE BLOCK STBLADE 12 CIRC W/GND/CVR	1	33.91	33.91T
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WC-PFOP-2020	PATHFINDER OUTPUT HARNESS REV A2	1	77.02	77.02T
OBD-CABLE25-2	25-FT OBDII INTERFACE CABLE, FOR USE ON 2020 FORD POLICE INTERCEPTOR UTILITY (PASSENGER SIDE KICK PANEL) `	1	114.08	114.08T

Subtotal
Sales Tax (7.75%)
Total

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Terms	VEHICLE TYPE
	2022 EXPEDITION

Item	Description	Qty	Cost	Total
JOB MATERIALS	MISC. PARTS, WIRE, ZIP TIES, CLAMPS, FASTENERS, RELAYS, ETC.	1	225.00	225.00T
MB8U	3/4" HOLE NMO STYLE BRASS MT W/17' RG58U & NO CONNECTOR	3	15.51	46.53T
ANXQWFT120	118-970 MHZ 0 DB FIELD TUNABLE 1/4 WAVE MOBILE ANTENNA	3	10.65	31.95T

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CALIFORNIA CERTIFIED SMALL BUSINESS #49878

NOTE: SALES TAX WILL BE CHARGED ON INSTALLATION LABOR ON A VEHICLE WITH 500 MILES OR LESS OR UNDER 6 MONTHS SINCE

Subtotal	\$16,341.69
Sales Tax (7.75%)	\$1,247.88
Total	\$17,589.57



County of Inyo



Health & Human Services - Behavioral Health

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Marilyn Mann

SUBJECT: Behavioral Health Advisory Board Appointments

RECOMMENDED ACTION:

Request Board appoint Michelle Saenz and Jason Forehand each to fill unexpired three-year terms on the Behavioral Health Advisory Board ending June 30, 2024.

SUMMARY/JUSTIFICATION:

Your Board approved ordinance 1252 on February 25, 2020, which amended Title 2 of the Inyo County Code and added Chapter 2.54 codifying the Behavioral Health Advisory Board (BHAB) to serve as the Mental Health Board pursuant to Welfare and Institutions Code Section 5600, et seq. BHAB serves as an advisory body to the Board of Supervisors and the local Mental Health Director. The BHAB reviews the County Plan for Mental Health Services and reviews and approves the process by which the plan is developed, providing recommendations to the Board of Supervisors as needed.

Your Board took further action on September 7, 2021, approving the BHAB by-laws and appointing two members of the public to fill vacant seats. Following this action, the BHAB was able to establish a quorum for the purpose of conducting business, but continued to have two vacant positions. Following the issuance of a notice of vacancy, the Department received applications from Michelle Saenz and Jason Forehand. Ms. Saenz, Director of Toiyabe Family Services, will fill a provider partner role and Mr. Forehand will fill the role of a family member. The Department reviewed these applications with the BHAB at their meeting on January 12, 2022 and the BHAB took action, recommending that your Board appoint both applicants to complete three-year terms set to expire June 30, 2024.

BACKGROUND/HISTORY OF BOARD ACTIONS:

N/A

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

OTHER AGENCY INVOLVEMENT:

N/A

FINANCING:

ATTACHMENTS:

1. BHAB Application.Saenz
2. BHAB Application.Saenz_Resume
3. BHAB Application.Forehand
4. Notice(s) of Vacancy - BHAB

APPROVALS:

Marilyn Mann	Created/Initiated - 1/10/2022
Darcy Ellis	Approved - 1/10/2022
Marilyn Mann	Approved - 1/12/2022
John Vallejo	Approved - 1/12/2022
Marilyn Mann	Final Approval - 1/13/2022

**RESUME OF PERSON INTERESTED IN SERVICE AS A MEMBER OF
THE INYO COUNTY HEALTH AND HUMAN SERVICES
BEHAVIORAL HEALTH ADVISORY BOARD**



Name: Michelle Saenz, LMFT Telephone: (714) 865-9913

Home Address: 390 Willow St, Bishop CA

Profession/Occupation: Director of Family Services

Business Name: Toiyabe Indian Health Project

Business Address: 250 N. See Vee Lane Bishop, CA

I am interested in Mental Health/Alcohol and Other Drug Services, and I am a (check one):

- Partner Representative*
- Representative of the General Public*
- Representative of a Consumer of Behavioral Health Services*
- Provider Representative*

Brief Description of Lived Experience, Employment, Education, Activities, and Interests:

I have fourteen years of experience in the field of Behavioral Health, including a MA in Clinical Psychology

a license as a Marriage and Family Therapist. At present, I am working in a supervisory role over

Behavioral Health and Drug and Alcohol Programs at Toiyabe Indian Health Project Inc.

The following is a brief statement concerning why I wish to serve on the Advisory board, and why I believe I am qualified:

My hope in being involved in the advisory board is that it would provide me with opportunities to collaborate

and contribute possible solutions to the numerous challenges we face in providing care to underserved, rural populations.

The Behavioral Health Advisory Board hereby requests that the Inyo County Board of Supervisors to consider the applicant for appointment to service for the term of:

To _____

Signature: _____ Date: _____

Chairperson

MICHELLE SAENZ, MA, LMFT

390 Willow St, Bishop, CA 93514

(714) 865-9913

shelllorem@gmail.com

PROFESSIONAL QUALIFICATIONS

Licensed Marriage and Family Therapist in the State of California: LMFT 52115

Licensed Since August 2012

EDUCATION

Pepperdine University, Graduate School of Education and Psychology, Los Angeles, CA December 2008
Master of Arts in Clinical Psychology with an emphasis in Marriage and Family Therapy

University of California, Berkeley, CA May 2004

Bachelor of Arts in Sociology, Highest Honors: highest distinction in general scholarship

2003 Neufeld Award Winner: highest student-athlete grade point average at UC Berkeley

Glasser Scholarship Recipient for Excellence in Sociology

EXPERIENCE

Toiyabe Indian Health Project, Inc. June 2018-Present

Director of Family Services

- Provides clinical supervision to pre-licensed clinical staff
- Manages clinical and non-clinical staff, including: therapists, social workers, drug and alcohol counselors, youth prevention workers, support staff, and grant funded program development staff
- Ensures that clinical documentation meets the standards of the profession
- Provides oversight for grant funding to support departmental operations.
- Arranges trainings and staff development opportunities for clinical and non-clinical staff
- Collaborates with other agencies including Inyo and Mono County Behavioral Health, Owens Valley Career Development Center, Northern Inyo Hospital, California Indian Legal Services, Wild Iris
- Assists in various case management and social services interventions as needed for clients

Toiyabe Indian Health Project, Inc. August 2013-Present

Behavioral Health Therapist

- Maintains a caseload of ongoing psychotherapy patients
- Provides crisis support to clinic patients
- Consults with other clinical staff on a weekly basis
- Provides trainings to other departments as requested
- Reviews health assessments that screen for depression, substance use, and domestic violence
- Participates in a monthly multi-disciplinary treatment team meeting that addresses cases that involve both medical and mental health needs
- Utilizes specialized training in Eye Movement Desensitization and Reprocessing (EMDR), Motivational Interviewing, Mindfulness, and Cognitive Behavioral Therapy

Inyo County Department of Health and Human Services, Wraparound Program May 2011-July 2013

Wraparound Clinician

- Provided individual and family therapy for adolescents
- Worked collaboratively with multiple agencies to coordinate client care
- Provided crisis support to adolescent clients and their families
- Conducted assessments and develops treatment plans
- Facilitated family meetings following the Wraparound model
- Sought to provide culturally sensitive services to support the unique needs of each client
- Provided psycho-education to youth and families based on their mental health needs

Aurora Vista Del Mar Psychiatric Hospital, Ventura, CA

October 2010-May 2011

Case Manager

- Led psychotherapeutic process and coping skills groups
- Conducted clinical interviews with both adult and adolescent patients
- Coordinated with treatment team in regards to patient progress and discharge recommendations
- Managed a variable caseload with a diverse population of patients
- Assessed and complied with mandated reporting requirements
- Orchestrated discharge planning, including both housing and aftercare
- Provided family therapy for adolescent patients

Echo Malibu Youth Treatment Center, Malibu, CA

December 2008-December 2010

Marriage and Family Therapy Intern

- Provided individual and family counseling to dual diagnosis adolescents
- Facilitated therapeutic process groups with residents
- Conducted psycho-educational groups addressing a variety of mental health and substance use topics
- Managed client cases, including: intake assessment, diagnosis, treatment planning and implementation, insurance management, discharge planning, and identifying resources for continuation of care
- Collaborated with treatment team regarding client progress and treatment implementation
- Crisis management and ensured client safety at all times

Southern California Counseling Center (SCCC), Los Angeles, CA

2007-2009

Marriage and Family Therapy Trainee

- Provided individual counseling to a diverse population of adult clients with mental health concerns
- Conducted intake assessments for walk-in clients
- Maintained client records in accordance with professional guidelines
- Participated in training workshops, and weekly group and individual supervision

Loyola Marymount University, Los Angeles, CA

2007-2008

Coach for Women's Division I Collegiate Rowing Program and Competitive Master's Rowing Team

- Led coaching sessions with college aged women and adults for competition
- Worked with director to reach program goals and maintain compliance with NCAA laws

PROFESSIONAL ASSOCIATIONS

Member of California Association of Marriage and Family Therapists (CAMFT)

Member of American Association of Marriage and Family Therapists (AAMFT)

RESUME OF PERSON INTERESTED IN SERVICE AS A MEMBER OF
THE INYO COUNTY HEALTH AND HUMAN SERVICES
BEHAVIORAL HEALTH ADVISORY BOARD



Name: Jason Anthony Forehand Telephone: 760-937-1493

Home Address: 75 N. Barlow Ln. Bishop CA 93514

Profession/Occupation: Plumber

Business Name: Deans Plumbing & Heating

Business Address: 192 East Line St. Bishop CA 93514

I am interested in Mental Health/Alcohol and Other Drug Services, and I am a (check one):

- Family Member of a Consumer of Mental Health/Behavioral Health Services**
- Representative of the General Public**
- Representative of a Consumer of Behavioral Health Services**
- Provider Representative**

Brief Description of Lived Experience, Employment, Education, Activities, and Interests:

Recovered addict after 22 years of drug abuse. After ~~that~~ I became sober I became a plumber and have been at my current job for 4 years. I obtained my GED and ~~started~~ doing community outreach to those who need help.

The following is a brief statement concerning why I wish to serve on the Advisory board, and why I believe I am qualified:

I like to give back to my community in any way possible. I've lived through a lot and feel I could bring a different perspective to the board. I have worked with other programs like drug court, DV classes and parenting classes. I believe I would be a great asset to the board.

The Behavioral Health Advisory Board hereby requests that the Inyo County Board of Supervisors to consider the applicant for appointment to service for the term of:

_____ To _____

Signature: _____ Date: _____

Chairperson

PROOF OF PUBLICATION

(2015.5 C.C.P.)

STATE OF CALIFORNIA,
COUNTY OF INYO

I am a citizen of the United States
and a resident of the County aforesaid.
I am over the age of eighteen years,
And not a party to or interested in the
above-entitled matter. I am the principal
clerk of the printer of the
The Inyo Register

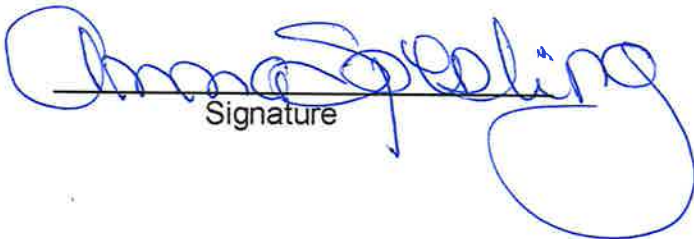
County of Inyo

The Inyo Register has been adjudged a newspaper of general circulation by the Superior Court of the County of Inyo, State of California, under date of Oct. 5, 1953, Case Number 5414; that the notice, of which the annexed is a printed copy (set in type not smaller than non-pareil), has been published in each regular and entire issue of said newspaper and not in any supplement thereof, on the following date, to with:

December 21st,
In the year of **2021**

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Dated at Bishop, California, on this
21st Day of December, 2021


Signature

This space is for County Clerk's Filing Stamp

RECEIVED

JAN 3 2021

Inyo County Administrator
Clerk of the Board

Proof of Publication of Public Notice

NOTICE OF VACANCY INYO COUNTY BEHAVIORAL HEALTH ADVISORY BOARD

NOTICE IS HEREBY GIVEN that the Inyo County Board of Supervisors is accepting applications to fill two (2) unexpired three-year terms on the Behavioral Health Advisory Board ending June 30, 2022. One of the vacancies is specifically for a person who is the parent, spouse, sibling or adult child of a person who is receiving or has received mental health services. Subject to the rules and conditions of the Short-Doyle Act, the BHAB serves as advisory to the Board of Supervisors and Behavioral Health Director. The BHAB reviews the County Plan for Mental Health Services and reviews and approves the process by which the plan is developed. Please contact the Clerk of the Board of Supervisors at P.O. Drawer N, Independence, CA 93526, (760) 878-0373, or delis@inyocounty.us to request an application. In order for your request for appointment to be considered, applications must be returned on or before **Thursday, December 30, 2021 at 5:00 p.m.** Postmarks are not accepted. For more information, contact Inyo County Behavioral Health at (760) 873-5888. (IR 12.21, 2021 #20925)

PROOF OF PUBLICATION

(2015.5 C.C.P.)

STATE OF CALIFORNIA,
COUNTY OF INYO

I am a citizen of the United States
and a resident of the County aforesaid.
I am over the age of eighteen years,
And not a party to or interested in the
above-entitled matter. I am the principal
clerk of the printer of the
The Inyo Register

County of Inyo

The Inyo Register has been adjudged a newspaper of general circulation by the Superior Court of the County of Inyo, State of California, under date of Oct. 5, 1953, Case Number 5414; that the notice, of which the annexed is a printed copy (set in type not smaller than non-pareil), has been published in each regular and entire issue of said newspaper and not in any supplement thereof, on the following date, to with:

September 11th,
In the year of **2021**

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Dated at Bishop, California, on this
13th Day of September, 2021


Signature

This space is for County Clerk's Filing Stamp

RECEIVED

SEP 15 2021

Inyo County Administrator
Clerk of the Board

Proof of Publication of Public Notice

NOTICE OF VACANCY INYO COUNTY BEHAVIORAL HEALTH ADVISORY BOARD

NOTICE IS HEREBY GIVEN that the Inyo County Board of Supervisors is accepting applications to fill two (2) unexpired three-year terms on the Behavioral Health Advisory Board ending June 30, 2022. One of the vacancies is specifically for a person who is the parent, spouse, sibling or adult child of a person who is receiving or has received mental health services.

Subject to the rules and conditions of the Short-Doyle Act, the BHAB serves as advisory to the Board of Supervisors and Behavioral Health Director. The BHAB reviews the County Plan for Mental Health Services and reviews and approves the process by which the plan is developed.

Please contact the Clerk of the Board of Supervisors at P.O. Drawer N, Independence, CA 93526, (760) 878-0373, or delis@inyocounty.us to request an application. In order for your request for appointment to be considered, applications must be returned on or before Monday, October 11, 2021 at 5:00 p.m. Postmarks are not accepted.

For more information, contact Inyo County Behavioral Health at (760) 873-5888. (IR 09.11, 2021 #20793)



County of Inyo



Health & Human Services - Behavioral Health

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Marilyn Mann

SUBJECT: N/A

RECOMMENDED ACTION:

Request Board approve agreement with the California Mental Health Services Authority for Peer Specialist Certification and authorize the Chairperson and the HHS Director to sign.

SUMMARY/JUSTIFICATION:

Senate Bill 803 was introduced to the legislature in 2020 and, upon passage, adds certified peer support specialists as newly recognized Medi-Cal providers and service types under the Medi-Cal specialty mental health service delivery system. Following passage, the Department of Health Care Services (DHCS) received community stakeholder input and set statewide standards for the implementation of a certification program.

While counties have the option of developing and implementing their own Medi-Cal Peer Support Specialist Certification program, many counties do not have the infrastructure and capacity to do so and rely on organizations like the California Mental Health Services Authority (CalMHSA) to take a lead in identifying funding and program development structure in order to implement a certification program that will allow for the use of peer providers in a manner that also allows for Medi-Cal reimbursement. They have developed a comprehensive peer support specialist certification program that counties will be able to use in order to ensure peers meet the standards established to allow for Medi-Cal reimbursement. CalMHSA is working collaboratively with DHCS to identify funding to start the program and to also fund the certification of peers. The attached participation agreement does not include any financial responsibility for Inyo County, but allows for the administration and monitoring of this new Medi-Cal benefit on our behalf. The Department is respectfully requesting your Board approve the participation agreement and authorize the Chair and the HHS Director to sign the document.

BACKGROUND/HISTORY OF BOARD ACTIONS:

N/A

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Inyo County will not have access to the CalMHSA Peer Specialist Certification program services provided by CalMHSA.

OTHER AGENCY INVOLVEMENT:

Department of Health Care Services

FINANCING:

There are no fiscal costs associated with this agenda item.

ATTACHMENTS:

1. Peer Certification Participation Agreement

APPROVALS:

Marilyn Mann	Created/Initiated - 1/8/2022
Darcy Ellis	Approved - 1/10/2022
John Vallejo	Approved - 1/10/2022
Amy Shepherd	Approved - 1/10/2022
Marilyn Mann	Final Approval - 1/13/2022

**CALIFORNIA MENTAL HEALTH SERVICES AUTHORITY
PARTICIPATION AGREEMENT
COVER SHEET**

1. Inyo County (“Participant”) desires to participate in the Program identified below.
Name of Program: Peer Support Specialist Certification
2. California Mental Health Services Authority (“CalMHSA”) and Participant acknowledge that the Program will be governed by CalMHSA’s Joint Powers Agreement and its Bylaws, and by this participation agreement. The following exhibits are intended to clarify how the provisions of those documents will be applied to this particular Program.
 - Exhibit A Program Description and Funding
 - Exhibit B General Terms and Conditions
 - Exhibit C County Specific Scope of Services and Funding
3. **Funding:** Not applicable. Subsequent phases may require funding which will be reflected in a future Participation Agreement.
4. **Term:** The term of the Program is January 1, 2022, through December 31, 2022.
5. Authorized Signatures:

CalMHSA

Signed: _____ Name (Printed): Dr. Amie Miller, Psy.D., MFT

Title: Executive Director Date: _____

Participant: Inyo County

Signed: _____ Name (Printed): Dan Totheroh

Title: Chair, Board of Supervisors Date: _____

Signed: _____ Name (Printed): John Carl-Vallejo

Title: County Counsel Date: _____

Signed: _____ Name (Printed): Marilyn Mann

Title: Director of Health and Human Services Date: _____

Participation Agreement
EXHIBIT A – Program Description

- I. Name of Program: Peer Support Specialist Certification**
- II. Term of Program: January 1, 2022, through December 31, 2022**
- III. Program Objective and Overview:**

In alignment with Senate Bill 803, Beall (SB 803), the Department of Health Care Services (DHCS) established statewide requirements for the development of Medi-Cal certification programs of peer support specialist.

CalMHSA will implement a Medi-Cal Peer Support Specialist Certification program that is responsive to the needs of California's population under the Medi-Cal Specialty Mental Health and Drug Medi-Cal Organized Delivery Systems in accordance with DHCS [Behavioral Health Information Notice 21-041](#). CalMHSA anticipates a go-live date for the Peer Support Specialist Certification program by May 2022.

On behalf of counties, CalMHSA will implement and administer all components of the Peer Support Specialist Certification program, including required data collection and submission to DHCS, certification of peers, exam administration, investigations, and approval, auditing, and monitoring of training vendors. Although the Medi-Cal Peer Support Specialist Certification program is an optional benefit to counties, the Peer Support Specialist Certification program is available to any individual seeking to be recognized as a Certified Peer Support Specialist. The Medi-Cal Peer Support Specialist Certification benefit is an optional benefit to counties.

CalMHSA is seeking a contractual agreement with the DHCS for funding of the development and implementation of the Medi-Cal Peer Support Specialist Certification program. Additionally, the DHCS has expressed intent for limited funding for the certification of peers.

Participation Agreement
EXHIBIT B – General Terms and Conditions

I. Definitions

The following words, as used throughout this Participation Agreement, shall be construed to have the following meaning, unless otherwise apparent from the context in which they are used:

- A. CalMHSA – California Mental Health Services Authority, a Joint Powers Authority (JPA) created by counties in 2009 at the instigation of the California Mental Health Directors Association to jointly develop and fund mental health services and education programs.
- B. DHCS – Department of Health Care Services.
- C. Member – A County (or JPA of two or more Counties) that has joined CalMHSA and executed the CalMHSA Joint Powers Agreement.
- D. Mental Health Services Division (MHSD) – The Division of the California Department of Health Care Services responsible for mental health functions.
- E. Participant – Any County participating in the Program either as Member of CalMHSA or under a Memorandum of Understanding with CalMHSA.
- F. Program – The program identified in the Cover Sheet.

II. Responsibilities

- A. Responsibilities of CalMHSA:
 - 1. Act as the Fiscal and Administrative agent for the Program, including:
 - i. Oversee and administer all training vendor contracts.
 - ii. Administer and score exam.
 - iii. Conduct program audits, investigations, actions, and appeals.
 - iv. Manage data collection and reporting to DHCS.
 - v. Administer other duties as needed.
 - 2. Manage funds provided by DHCS consistent with the requirements of any applicable laws, regulations, guidelines and/or contractual obligations.
 - 3. Provide regular reports to Participant and/or other public agencies with a right to such reports.
 - 4. Comply with CalMHSA's Joint Powers Agreement and Bylaws.
- B. Responsibilities of Participant:
 - 1. Provide CalMHSA and any other parties deemed necessary with requested information and assistance in order to fulfill the purpose of the Program.
 - 2. Cooperate by providing CalMHSA with requested information and assistance in order to fulfill the purpose of the Program.
 - 3. Provide feedback on Program performance.

4. Comply with applicable laws, regulations, guidelines, contractual agreements, JPAs, and bylaws.

III. Duration, Term, and Amendment

- A. The term of the Program is for 12 months.
- B. This Agreement may be supplemented, amended, or modified only by the mutual agreement of CalMHSA and the Participant, expressed in writing and signed by authorized representatives of both parties.

IV. Withdrawal, Cancellation, and Termination

- A. Participant may withdraw from the Program and terminate the Participation Agreement upon a 30-day notice written notice. Notice shall be deemed served on the date of mailing.
- B. The withdraw of a Participant from the Program shall not automatically terminate its responsibility for its share of the expense and liabilities of the Program. The contributions of current and past Participants are chargeable for their respective share of unavoidable expenses and liabilities arising during the period of their participation.
- C. Upon cancellation, termination, or other conclusion of the Program, any funds remaining undisbursed after CalMHSA satisfies all obligations arising from the administration of the Program shall be returned to Participant. Unused funds paid for a joint effort will be returned pro rata to Participant in proportion to payments made. Adjustments may be made if disproportionate benefit was conveyed on particular Participant. Excess funds at the conclusion of county-specific efforts will be returned to the particular County that paid them.

V. Fiscal Provisions

- A. Not Applicable.

VI. Limitation of Liability and Indemnification

- A. CalMHSA is responsible only for funds as instructed and authorized by participants. CalMHSA is not liable for damages beyond the amount of any funds which are identified on the cover page of this Agreement, without authorization or contrary to Participant's instructions.
- B. CalMHSA is not undertaking responsibility for assessments, creation of case or treatment plans, providing or arranging services, and/or selecting, contracting with, or supervising providers (collectively, "mental health services"). Participant will defend and indemnify CalMHSA for any claim, demand, disallowance, suit, or damages arising from Participant's acts or omissions in connection with the provision of mental health services.

Participation Agreement
EXHIBIT C – County Specific Scope of Services and Funding

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County of Inyo



Health & Human Services - ESAAA

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Sonja Velarde

SUBJECT: Appointment of ESAAA Advisory Council Members

RECOMMENDED ACTION:

Request Board reappoint Joann Poncho, Kelli Davis, and Patti Hamic-Christensen each to unexpired two-year terms on the Eastern Sierra Area Agency on Aging Advisory Council, ending December 11, 2023. (*Notice of Vacancy resulted in requests for appointment from Ms. Poncho, Ms. Davis, and Ms. Hamic-Christensen.*)

SUMMARY/JUSTIFICATION:

An Area Agency on Aging (AAA) is required by statute to have an Advisory Council. The purpose of such Advisory Council, pursuant to Section 9402 of the Older Californians Act, is to be "a principal advocate body on behalf of older individuals within a planning and service area," and "shall provide advice and consultation on issues affecting the provision of services provided locally to older individuals." Your Board adopted bylaws in October 2012 for the new ESAAA Advisory Council with a membership of nine (9), including one Board of Supervisors member, appointed annually. In December 2021 four (4) current member terms expired. A recent recruitment resulted in the applications of Joann Poncho, Kelli Davis, and Patti Hamic-Christensen requesting re-appointment. A fourth vacancy was also advertised, but no requests for appointment were received and the incumbent announced she would not be applying for a new term.

The department respectfully requests your Board reappoint Joann Poncho, Kelli Davis, and Patti Hamic-Christensen to the ESAAA Advisory Council. The Department will also request the Board Clerk issue a Notice of Vacancy for the remaining vacancy in the future.

BACKGROUND/HISTORY OF BOARD ACTIONS:

N/A

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board could choose not to fill the vacant seats with the existing applicants, resulting in four total vacancies remaining unfilled.

OTHER AGENCY INVOLVEMENT:

California Department of Aging

FINANCING:

There is no funding involved in this request.

ATTACHMENTS:

1. Kelli Davis - ESAAA 2022
2. Patti Hamic-Christensen - ESAAA 2022
3. Joann Poncho - ESAAA 2022
4. Notice(s) of Vacancy - ESAAA

APPROVALS:

Darcy Ellis	Created/Initiated - 1/10/2022
Sonja Velarde	Approved - 1/13/2022
Marilyn Mann	Final Approval - 1/13/2022

December 2, 2021

Inyo County Board of Supervisors
PO Drawer N
Independence CA 93526

RECEIVED
21 DEC 9 AM 9:04
INYO CO ADMINISTRATOR
CLERK OF THE BOARD

RE: Eastern Sierra Area Agency on Aging Advisory Council (ESAAA)

Greetings,

I am writing to you today to request reappointment as an advisory council member on ESAA. My current term expires on December 11, 2021.

I have had the pleasure of serving on the ESAAA council for several years and would like to continue participating in this extremely important community program for our elder population. I believe sharing in this role allows me to supplement both my knowledge and ongoing contributions to the advocacy of the health and wellness of our aging population in the Eastern Sierra's.

My healthcare career of 20+ years, spans through skilled nursing, retirement living and acute hospital care, serving our population of pediatrics through geriatrics. As a current leader at Northern Inyo Healthcare District, I continue to interact in many facets of community advocacy. My role in ESAAA expands my knowledge and draws on my healthcare expertise and skills; all of which, I believe are positive reciprocal contributions.

I appreciate your consideration for my reappointment to another term on the ESAAA Council. It would be my honor to serve in this role.

Sincerely,

Kelli Davis

Kelli Davis
PO Box 139
Bishop CA 93515

(760)574-8918

LETTER OF INTEREST
IN SERVING AS A MEMBER OF THE
EASTERN SIERRA AREA AGENCY ON AGING (ESAAA) ADVISORY COUNCIL

The ESAAA Advisory Council shall be comprised of nine (9) total members from the service area of Inyo and Mono Counties. At least 50% of the appointed members shall be aged 60 or above, including minority individuals and older individuals residing in rural areas. Cross-generational representation also is encouraged. Members may not be employed by an entity currently in a subcontracting relationship with ESAAA.

Name: Patti Hamic-Christensen Address: 165 Pinon Place, Walker CA 96107
Home Telephone: None Mobile Telephone: 760-809-1489
E-mail: pitenpat@yahoo.com Date: 12-9-2021

The following information will be used to ensure compliance with the requirements of the Older Americans Act, the California Code of Regulations and the California Department of Aging.

Age: 60 or over Under 60

Ethnicity (Please check only one):

- | | | |
|--|---|---------------------------------------|
| <input type="checkbox"/> African American | <input type="checkbox"/> American Indian or Alaska Native | <input type="checkbox"/> Asian |
| <input checked="" type="checkbox"/> Caucasian/White | <input type="checkbox"/> Hispanic or Latino | <input type="checkbox"/> Multiracial |
| <input type="checkbox"/> Native Hawaiian or Pacific Islander | | <input type="checkbox"/> Other: _____ |

Targeting efforts shall be made to ensure membership includes individuals from the following categories (Please check all that apply):

- Low income older adults
 Disabled persons
 Supportive services provider
 Health care provider
 Family caregiver defined as either (1) an adult family member, or other individual, who is an informal provider of in-home and community care to an older individual with Alzheimer's disease or a related disorder with neurologic and organic brain dysfunction; or (2) a grandparent or step-grandparent of a child, or a relative of a child by blood, marriage, or adoption, who is 55 years of age or older and who lives with the child, is the primary caregiver of the child, and has a legal relationship with the child such as legal custody, guardianship or raising the child informally.
 Individuals with leadership expertise in private/voluntary sectors
 Other: _____

Please provide a brief statement expressing your interest in serving as an Advisory Council member:

I am a retired social services director with a specialty of developing and managing low-income housing for low-income, homeless and disabled seniors, individuals and families. I have continued my community work as a volunteer and work with the Walker Senior Center staff to support its efforts. I have also developed the Hospice of Northern Mono County and serve as its Preseident and Program manager. I believe both my professional and volunteer work would be a benefit to this committee.

Patti Hamic-Christensen
Signature:  Date: 12/9/2021

Please return completed form to: Eastern Sierra Area Agency on Aging
163 May Street
Bishop, CA 93514
Phone: (760) 873-3305 Fax: (760) 873-6505

12/1/21

Board of Supervisors:

My name is Joann
Poncho and I would like
to continue to be a member
of the L&A for another
2 years.

Thank you

Joann Poncho

Inyo County Administrator
Clerk of the Board

DEC 6 2021

RECEIVED

PROOF OF PUBLICATION

(2015.5 C.C.P.)

STATE OF CALIFORNIA,
COUNTY OF INYO

I am a citizen of the United States and a resident of the County aforesaid. I am over the age of eighteen years, And not a party to or interested in the above-entitled matter. I am the principal clerk of the printer of the
The Inyo Register

County of Inyo

The *Inyo Register* has been adjudged a newspaper of general circulation by the Superior Court of the County of Inyo, State of California, under date of Oct. 5, 1953, Case Number 5414; that the notice, of which the annexed is a printed copy (set in type not smaller than non-pareil), has been published in each regular and entire issue of said newspaper and not in any supplement thereof, on the following date, to with:

December 2nd,
In the year of **2021**

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Dated at Bishop, California, on this
2nd Day of December, 2021


Signature

This space is for County Clerk's Filing Stamp

RECEIVED

DEC 8 2021

Inyo County Administrator
Clerk of the Board

Proof of Publication of Public Notice

NOTICE OF VACANCY Eastern Sierra Area Agency on Aging Advisory Council

NOTICE IS HEREBY GIVEN that the Inyo County Board of Supervisors has extended the application period for four (4) upcoming vacancies on the Eastern Sierra Area Agency on Aging Advisory Council, with two-year terms ending December 11, 2023.

The Advisory Council shall be comprised of nine (9) total members from across the two-county region of Inyo and Mono counties. At least 50% of the appointed members shall be aged 60 or above, including minority individuals and older individuals residing in rural areas. Cross-generational representation also is encouraged. Members may *not* be employed by an entity currently in a subcontracting relationship with ESAAA. Targeting efforts shall be made to ensure membership includes individuals from the following categories:

- o low income older adults;
- o disabled persons;
- o supportive services provider;
- o health care provider;
- o individuals with leadership expertise in private/voluntary sectors; and
- o family caregiver defined as either (1) an adult family member, or other individual, who is an informal provider of in-home and community care to an older individual with Alzheimer's disease or a related disorder with neurologic and organic brain dysfunction; or (2) a grandparent or step-grandparent of a child, or a relative of a child by blood, marriage, or adoption, who is 55 years of age or older and who lives with the child, is the primary caregiver of the child, and has a legal relationship with the child such legal custody, guardianship or raising the child informally.

If you are interested in serving on the Eastern Sierra Area

Agency on Aging Advisory Council, have interest in the welfare of the region's seniors, meet the criteria and/or qualify for one of the categories, please submit your request for appointment on or before Thursday, December 16, 2021 at 5:00 p.m. to the Board of Supervisors at P.O. Box N, Independence, CA 93526 or delis@inyocounty.us. (Postmarks are not accepted.) For more information about the Advisory Council, contact the ESAAA Administration at (760) 873-3305. (IR 12.02, 2021 #20909)

PROOF OF PUBLICATION

(2015.5 C.C.P.)

RECEIVED
This space is for County Clerk's Filing Stamp

NOV 30 2021

STATE OF CALIFORNIA,
COUNTY OF INYO

Inyo County Administrator
Clerk of the Board

I am a citizen of the United States
and a resident of the County aforesaid.
I am over the age of eighteen years,
And not a party to or interested in the
above-entitled matter. I am the principal
clerk of the printer of the
The Inyo Register

Proof of Publication of Public Notice

County of Inyo

The Inyo Register has been adjudged a newspaper of general circulation by the Superior Court of the County of Inyo, State of California, under date of Oct. 5, 1953, Case Number 5414; that the notice, of which the annexed is a printed copy (set in type not smaller than non-pareil), has been published in each regular and entire issue of said newspaper and not in any supplement thereof, on the following date, to with:

November 18th,
In the year of **2021**

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Dated at Bishop, California, on this
18th Day of November, 2021


Signature

NOTICE OF VACANCY Eastern Sierra Area Agency on Aging Advisory Council

NOTICE IS HEREBY GIVEN that the Inyo County Board of Supervisors is accepting applications to fill four (4) upcoming vacancies on the Eastern Sierra Area Agency on Aging Advisory Council, with two-year terms ending December 11, 2023.

The Advisory Council shall be comprised of nine (9) total members from across the two-county region of Inyo and Mono counties. At least 50% of the appointed members shall be aged 60 or above, including minority individuals and older individuals residing in rural areas. Cross-generational representation also is encouraged. Members may *not* be employed by an entity currently in a subcontracting relationship with ESAAA. Targeting efforts shall be made to ensure membership includes individuals from the following categories:

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If you are interested in serving on the Eastern Sierra Area Agency on Aging Advisory Council, have interest in the welfare of the region's seniors, meet the criteria and/or qualify for one of the categories, please submit your request for appointment on or before Thursday, December 2, 2021 at 5:00 p.m. to the Board of Supervisors at P.O. Box N. Inde-

pendence, CA 93526 or delis@inyocounty.us. (Postmarks are not accepted.) For more information about the Advisory Council, contact the ESAAA Administration at (760) 873-3305. (IR 11.18, 2021 #20880)



County of Inyo



Public Works

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Sally Faircloth

SUBJECT: Purchase of 3450 Tons of Plant Mixed Asphalt

RECOMMENDED ACTION:

Request Board: A) declare Granite Construction Company of Bakersfield, CA the successful bidder for 2700 Tons of Plant Mixed Asphalt per Bid No. RD21-08; and B) authorize the purchase of the base bid along with the additional additives 1 & 2 for 750 Tons of Plant Mixed Asphalt from Granite Construction Company of Bakersfield, CA in the total amount not to exceed \$425,914.20.

SUMMARY/JUSTIFICATION:

The Road Department solicited bids from suppliers of Plant Mixed Asphalt in December 2021 to stockpile needed material for the 2021/2022 season. The stockpiled material will be used for maintenance work on Inyo County roads. Bids were opened on December 22, 2021 and four base bids were received:

Granite Construction Company of Bakersfield, CA	\$331,363.57
Road & Highway Builders, Inc. of Sparks, NV	\$564,394.50
Wulfenstein Construction Company of Pahrump, NV	\$487,842.44
West Coast Paving, Inc. of Reno, NV	\$532,800.00

The Road Department has reviewed the bids for responsiveness. The Road Department is recommending your Board authorize the purchase of Three Thousand Four Hundred Fifty (3450)Tons, which includes the base bid as well as the Additives 1 & 2 for an additional 750 Tons. The winning bidder is Granite Construction Company of Bakersfield, CA. However, there was an error that needs to be explained to your Board. Granite Construction Company made an error in pricing the Additive Alternate Number 2 and for your Board to be aware the amount is actually far less and should show an amount of \$31,516.88 for Additive Alternate No. 2 totals. Also, the delivery to the Bishop Mixing table is outside of the Bishop city limits and the local sales tax was not affected by the total price. Thus, the revised total bid includes Base Bid and Additive Alternates 1 & 2, for an amount not to exceed \$425,914.20.

BACKGROUND/HISTORY OF BOARD ACTIONS:

N/A

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board could choose not to approve this purchase. This is not recommended, as the materials are needed to perform necessary road maintenance projects. If the purchase is not approved, the Road Department would need to re-advertise the Bid Package, which would delay maintenance work and could result in less favorable bids.

OTHER AGENCY INVOLVEMENT:

County Counsel
Auditor's Office

FINANCING:

The funding for the Asphalt Materials to be used for road maintenance will be paid from the Road Department Budget 034600, Object Code 5309 Road Material.

ATTACHMENTS:

1. RD21-08 Plant Mixed Asphalt Bid Tab
2. Granite Construction Bid - RD21-08 Asphalt Mix
3. Granite Bid RD21-08 EMAIL

APPROVALS:

Sally Faircloth	Created/Initiated - 12/14/2021
Darcy Ellis	Approved - 12/14/2021
Sally Faircloth	Approved - 1/10/2022
Breanne Nelums	Approved - 1/10/2022
John Vallejo	Approved - 1/10/2022
Amy Shepherd	Approved - 1/11/2022
Michael Errante	Final Approval - 1/11/2022

COUNTY OF INYO BID TABULATION

Project Title & Bid No. RD21-08 Plant Mixed Asphalt

Bid Opening Date: 12/22/21

Location: County Admin Center

	BIDDER NAME	Bid
1	Road + Highway Builders Inc.	\$564,394.50
2	Wulfenstein Construction	\$487,842.44
3	Granite Construction Co.	\$331,363.57
4	West Coast Paving, Inc	\$532,800. ⁰⁰
5		
6		
7		
8		
9		
10		

Opened By: Monica Tinklin

Present: Sally Faircloth



COUNTY OF INYO (760) 878-0201

MATERIAL OR SERVICES
TO BE DELIVERED TO: INYO COUNTY ROAD DEPARTMENT

RETURN BIDS TO: INYO COUNTY BOARD CLERK
COUNTY ADMINISTRATIVE CENTER
P.O. BOX N
224 NORTH EDWARDS STREET
INDEPENDENCE, CA 93526

BID OPENING: DATE: Wednesday, December 22, 2021 TIME: 3:30 P.M. (PDT)

Prices quoted FOB DESTINATION UNLESS OTHERWISE STATED.
MAKE YOUR BID OR QUOTATIONS IN THE SPACE PROVIDED ON THE ATTACHED SHEETS.
IMPORTANT: Bid must be sealed with bid number as indicated above on the outside of the envelope.
Read the Instructions and Conditions before making your Bid or Quotation.

INSTRUCTIONS & CONDITIONS

1. All prices and notations must be typewritten or written in ink. No erasures permitted. Mistakes may be crossed out and corrections made adjacent and must be initialed in ink by person signing quotation.
2. State brand or make on each item. If quoting an article exactly as specified, the words "or equal" must be stricken out by the bidder. If quoting on other than make, model or brand specified, the manufacturer's name and the catalogue number must be given, or descriptive cut and information attached to the quotations.
3. Quote on each item separately. Prices should be stated in units specified herein.
4. Each quotation must be in a separate sealed envelope with bid number, on outside, and must be submitted to the Inyo County Board Clerk, not later than the hour and day specified hereon, at which time it will be publicly opened and read. A properly addressed and bid numbered envelope, without postage, is included for your convenience.
5. Time of delivery is a part of the consideration and must be stated in definite terms, and must be adhered to. If time varies on different items, the bidder shall so state in the column provided, opposite each item.
6. Terms of less than 10 days for cash discount will be considered as net.
7. All quotations must be signed with the Firm's name and by a responsible officer or employee. Obligations assumed by such signature must be fulfilled.
8. No charge for packing, drayage, or for any other purpose will be allowed over and above the prices quoted on this sheet.
9. The right is reserved, unless otherwise stated, to accept or reject any or all quotations, or any part thereof, either separately or as a whole, or, to waive any informality in a bid.
10. Samples of items, when required, must be furnished free of expense to the County of Inyo and if not destroyed by tests, will upon request be returned at the bidders expense.
11. In case of default by the vendor, the County of Inyo may procure the articles or service from other sources.
12. Cost of transportation, handling, and/or inspection on deliveries or offers for delivery, which do not meet the specifications will be for the account of the vendor.
13. The vendor shall hold the County of Inyo, its officers, agents, servants and employees, harmless from liability of any nature or kind on account of use of any copyrighted, or uncopyrighted composition, secret process, patented or unpatented invention, article or appliance furnished or used under this quotation.

- 14. The vendor will not be held liable for failure or delay in fulfillment if hindered or prevented by fire, strikes, or Acts of God.
- 15. Quotations are subject to acceptance at any time within 30 days after opening same, unless otherwise stipulated.
- 16. Verify your quotations before submission as they cannot be withdrawn, or corrected, after being opened.
- 17. Return this sheet whether or not you quote a price. If you do not quote, state your reason, otherwise your name may be removed from the mailing list.
- 18. Amounts paid for transportation of property to the County of Inyo are exempt from Federal Transportation Tax. An exemption certificate is not required where the shipping papers show the consignee as County of Inyo, as such papers may be accepted by the carrier as proof of the exempt character of the equipment.
- 19. **There is a contracting preference of 5% for small business enterprises and 8% for local businesses available for this Request for Proposals (bids). To be eligible for the preferences, a small business enterprise must submit proof of state registration as a SBE with its bid and a local business must provide certification that it is a local business as defined by Inyo County Code §6.06.020 (b) with its bid.**

THE FOLLOWING MUST BE FILLED IN BY THE BIDDER IN SUBMITTING HIS/HER BID:

DATED AT Bakersfield, CA (CITY & STATE)

December 22, 20 21

CASH DISCOUNT TERMS _____

To the County of Inyo: We (I) hereby agree to furnish the articles and/or services, at the prices and terms stated subject to the instructions and conditions set forth in this bid.

NAME OF COMPANY Granite Construction Company

NAME OF COMPANY REPRESENTATIVE (PRINTED) Thomas James, Chief Estimator

COMPANY REPRESENTATIVE SIGNATURE  _____

STREET ADDRESS 3005 James Road

CITY AND STATE Bakersfield, CA

PHONE NUMBER (661) 399-3361

FAX NUMBER _____

**SCOPE OF WORK/SPECIFICATIONS FOR
PROVISION OF PLANT MIXED ASPHALT**

Base Bid

ITEM	DESCRIPTION	EST. QTY.	UNIT	UNIT PRICE
1	½" SC-800 Cold Mix Asphalt	2700	Ton	96.50
2	Delivery to Bishop, CA Mixing Table on Sunland Drive	900	Ton	11.20
3	Delivery to Big Pine, CA Mixing Table on County Road	900	Ton	17.40
4	Delivery to Lone Pine, CA Mixing Table on Tuttle Circle Road	900	Ton	23.60

Additive Alternate No. 1

ITEM	DESCRIPTION	EST. QTY.	UNIT	UNIT PRICE
1	½" SC-800 Cold Mix Asphalt	500	Ton	96.50
2	Delivery to Independence, CA Mixing Table on Dump Road	500	Ton	20.50

Additive Alternate No. 2

ITEM	DESCRIPTION	EST. QTY.	UNIT	UNIT PRICE
1	½" SC-800 Cold Mix Asphalt	250	Ton	96.50
2	Delivery to Independence, CA Mixing Table on Dump Road	250	Ton	20.50

*The base bid plus the bid additive alternates will be awarded if the total falls within budgetary limits.

1. MATERIAL

Aggregate shall conform to the 2015 Standard Specifications, State of California, Department of Transportation, for type A Asphalt Concrete 1/2" gradation.

Liquid asphalt binder shall be SC-800.

On delivery, the Contractor shall furnish a certificate of compliance, showing that the material in each shipment conforms to all specification requirements. If the material when sampled and tested, fails to meet any specification requirements, the Contractor shall immediately replace any of such material remaining unused with material that meets the specifications. The County will make no payment for any portion of material already used, which is found to fail to meet specification requirements by those tests.

2. DELIVERY

Prices will be for delivered material split by 900 tons each to Bishop, Big Pine, and Lone Pine, CA mixing tables. The mixing table coordinates are located and shown in the attached documents.

Coordination with the Inyo County Road Department (760-878-0202) will be required after award for delivery of product to the mixing table.

3. BID SUBMITTAL

Please submit your bid in a SEALED envelope labeled with "BID NO. RD21-08 – Plant Mixed Asphalt" and the name of the Bidder printed on the outside of the mailing envelope to assist in quick identification.

Bids must be submitted by the time and date specified below to the Inyo County Board Clerk, P.O. Drawer N (mail), Independence, CA 93526, or by delivery to the Board Clerk at 224 N. Edwards Street, Independence, CA 93526 by or before 3:30 P.M. on December 22, 2021.

Note: PLEASE BE ADVISED that despite information you may receive from mail services, "Overnight" delivery by the USPS, UPS, FedEx, and other carriers is often scheduled as a two-day delivery due to the remote nature of Inyo County.

For questions or comments regarding this bid, please contact Sally Faircloth at sfaircloth@inyocounty.us.

NOTE: YOUR NAME & ADDRESS (NOT HANDWRITTEN) MUST APPEAR ON THE ENVELOPE WHEN RETURNING YOUR BID. ENVELOPES WITHOUT A RETURN ADDRESS WILL BE DISPOSED OF WITHOUT BEING OPENED.



Base Bid	
Subtotal	307,530.00
Sales Tax (7.75%)	23,833.57
Shipping Charge	N/A
Total	331,363.57

This bid was received on 12/22
2021 Leslie Chapman
 ATTEST: Glenn Gullter, Administrative Officer
 and Clerk of the Board Inyo County, California
 By: [Signature] Assistant

Bid Additive Alternate No. 1		Bid Additive Alternate No. 2	
Subtotal	58,500.00	Subtotal	58,500.00
Sales Tax (7.75%)	4,533.75	Sales Tax (7.75%)	4,533.75
Shipping Charge	N/A	Shipping Charge	N/A
Total	63,033.75	Total	63,033.75

Total of Base Bid + Additive Alternates No. 1 & 2 457,431.07

Product will be available for delivery to the indicated mixing tables within 10 days after receipt of order.

Bid prices will remain valid and in effect through June 30, 2022

Indicate any exception to the bid: Plant is closed until April 1, 2022

END OF BID PACKAGE

Sally Faircloth

Subject: FW: BID NO. RD21-08 Plant Mixed Asphalt

From: McAbee, Angie [<mailto:Angela.McAbee@gcinc.com>]
Sent: Tuesday, December 28, 2021 12:02 PM
To: Sally Faircloth
Subject: RE: BID NO. RD21-08 Plant Mixed Asphalt

CAUTION: This email originated from outside of the Inyo County Network. DO NOT click links or open attachments unless you recognize and trust the sender. Contact Information Services with questions or concerns.

Hello Sally, alternate number 1 is $58,500.00 + 4,533.75 \text{ tax} = 63,033.75$ and alternate #2 should be $29,250.00 + 2,266.88 \text{ tax} = 31,516.88$. Total bid should be 425,914.20.

I am not at work this week but I can get someone to redo this bid if necessary or I can do it when I get back to work.

From: Sally Faircloth <sfaircloth@inyocounty.us>
Sent: Tuesday, December 28, 2021 11:23 AM
To: McAbee, Angie <Angela.McAbee@gcinc.com>
Cc: Shannon Platt <splatt@inyocounty.us>
Subject: RE: BID NO. RD21-08 Plant Mixed Asphalt

CAUTION: This email originated from outside of Granite

Hello Angie,
Just to be clear, what should the prices show for Additives 1 & 2?

Please advise.
Thank you

HAPPY
New Year

Sally Faircloth

Office Technician III
Road Department
PO Drawer Q
Independence, CA 93526
T: 760-878-0212
F: 760-878-2001
sfaircloth@inyocounty.us



County of Inyo



Public Works - Parks & Recreation

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: John Pinckney

SUBJECT: Request to Reserve Portuguese Joe Campground

RECOMMENDED ACTION:

Request Board approve request from Mr. Allan Johnson to reserve all campsites at Portuguese Joe Campground, October 6 through October 9, 2022.

SUMMARY/JUSTIFICATION:

The Parks and Recreation department has received a request from Mr. Allan Johnson to reserve the entire Portuguese Joe Campground from October 6 through October 9, 2022. These dates coincide with the Lone Pine Film Festival. Mr. Johnson and his associates have attended the festival for several years and traditionally have camped at the Portuguese Joe Campground. In order to assure that his entire group has a place to stay, he is requesting to reserve the entire campground. Mr. Johnson has reserved the entire campground in the past without issue.

While reserving the entire campground does not happen regularly, it is now addressed in County Code 12.18.030 which requires approval by your Board. In addition, Mr. Johnson will be required to pay the appropriate fees.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board is under no obligation to grant Mr. Johnson's request to reserve the entire Portuguese Joe Campground. If the request is not granted, Mr. Johnson is free to use the conventional reservation system.

OTHER AGENCY INVOLVEMENT:

FINANCING:

Revenues accrue to the Parks and Recreation budget.

ATTACHMENTS:

APPROVALS:

Teresa Elliott	Created/Initiated - 12/28/2021
Darcy Ellis	Approved - 12/29/2021
Teresa Elliott	Approved - 12/29/2021
Breanne Nelums	Approved - 12/29/2021
Amy Shepherd	Approved - 12/29/2021
John Pinckney	Approved - 1/3/2022
Michael Errante	Final Approval - 1/3/2022



County of Inyo



Public Works - Recycling & Waste Management

CONSENT - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Cap Aubrey

SUBJECT: Amendment No. 1 to the Agreement with Preferred Septic and Disposal for Waste Hauling Services

RECOMMENDED ACTION:

Request Board:

A) approve and ratify Amendment No. 1 to the contract between the County of Inyo and Preferred Septic and Disposal of Bishop, CA, to:

1. remove waste hauling services from former county buildings and add the new consolidated building for waste hauling;
2. extend the term end date from February 28, 2023 to June 30, 2023; and
3. increase the not-to-exceed amount from \$180,000 to \$200,000 contingent, upon the Board's approval of future budgets; and

B) authorize the Chairperson to sign, contingent upon all appropriate signatures being obtained.

SUMMARY/JUSTIFICATION:

On March 3, 2020, your Board entered into a three-year agreement with Preferred Septic and Disposal to provide waste hauling services for County facilities. Due to the completion of the Consolidated Office Building, the pickup locations have changed for this contract. This amendment changes the term end date from February 28, 2023 to June 30, 2023 to match our fiscal year budget. It also changes the not-to-exceed amount from \$180,000 to \$200,000.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your Board could choose not to approve the amendment. However, this is not recommended as this could cause interruptions to our services to all of our waste hauling facilities.

OTHER AGENCY INVOLVEMENT:

FINANCING:

Funds for this service are included in the Building and Maintenance budget 011100, object code 5265.

ATTACHMENTS:

1. Preferred Septic Contract Amendment 1

APPROVALS:

Teresa Elliott	Created/Initiated - 1/3/2022
Darcy Ellis	Approved - 1/5/2022
Breanne Nelums	Approved - 1/6/2022
Teresa Elliott	Approved - 1/6/2022
John Vallejo	Approved - 1/6/2022
Amy Shepherd	Approved - 1/6/2022
Michael Errante	Final Approval - 1/6/2022

**AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Preferred Septic and Disposal Inc _____
FOR THE PROVISION OF INDEPENDENT CONTRACTOR SERVICES**

WHEREAS, the County of Inyo (hereinafter referred to as "County") and Preferred Septic and Disposal _____, of _____ Bishop, CA (hereinafter referred to as "Contractor"), have entered into an Agreement for the Provision of Independent Contractor Services dated March 27, 2020, on County of Inyo Standard Contract No. 113, for the term from March 1, 2020 to February 28, 2023.

WHEREAS, County and Contractor do desire and consent to amend such Agreement as set forth below;

WHEREAS, such Agreement provides that it may be modified, amended, changed, added to, or subtracted from, by the mutual consent of the parties thereto, if such amendment or change is in written form, and executed with the same formalities as such Agreement, and attached to the original Agreement to maintain continuity.

County and Contractor hereby amend such Agreement as follows:

Term and Conditions Item 2, TERM of the agreement is amended to read as follows:

The term of this agreement shall be from March 1, 2020 to June 30, 2023 unless sooner terminated as provided below.

The first sentence of paragraph 3.D Limit upon amount payable under this agreement is amended to read as follows:

The total sum of all payments made by the County to Contractor for services and work performed under this agreement shall not exceed Two Hundred Thousand Dollars (hereinafter referred to as ("contract limit"). County expressly reserves the right to deny any payment or reimbursement requested by Contractor for services or work performed which is in excess of the contract limit.

County will pay contractor amount not to exceed \$200,000 for all work listed in Attached A,

In Attachment A regarding Trash Service Locations, the Agreement is amended to read as follows:

Remove the following locations:

County Services Building	
207 W. South St	3 yd
Health and Human Services	3 yd
162 Grove St	
WIC	96 gal
568 West Line St	
Bishop Administration	3 yd
163 May St	
One/Stop Probation	3 yd
912 N. Main St	
Independence Jail/Sheriff	3 yd (4)

**AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Preferred Septic and Disposal Inc
FOR THE PROVISION OF INDEPENDENT CONTRACTOR SERVICES**

Add the following locations:

New County Building (1) 3yd plus 3yd cardboard
1360 N Main St

Independence Jail 4yd (3)
550 S. Clay St

County will pay contractor an amount not to exceed \$200,000 for all the work listed in Attachment A.

The effective date of this Amendment to the Agreement is January 1, 2022.

All the other terms and conditions of the Agreement are unchanged and remain the same.

**AMENDMENT NUMBER 1 TO
AGREEMENT BETWEEN THE COUNTY OF INYO AND
Preferred Septic and Disposal Inc
FOR THE PROVISION OF INDEPENDENT CONTRACTOR SERVICES**

WITNESS THEREOF, THE PARTIES HERETO HAVE SET THEIR HANDS AND SEALS
THIS _____ DAY OF _____, _____.

COUNTY OF INYO

By: _____

Dated: _____

CONTRACTOR

By: _____
Signature

Type or Print

Dated: _____

APPROVED AS TO FORM AND LEGALITY:

County Counsel

APPROVED AS TO ACCOUNTING FORM:

County Auditor

APPROVED AS TO PERSONNEL REQUIREMENTS:

Personnel Services

APPROVED AS TO RISK ASSESSMENT:

County Risk Manager



County of Inyo



Clerk of the Board

DEPARTMENTAL - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Assistant Clerk of the Board

SUBJECT: Approval of Board of Supervisors Meeting Minutes

RECOMMENDED ACTION:

Request Board approve the minutes of the regular Board of Supervisors meetings of December 7, December 14, and December 21, 2021.

SUMMARY/JUSTIFICATION:

The Board is required to keep minutes of its proceedings. Once the Board has approved the minutes as requested, the minutes will be made available to the public via the County's webpage, www.inyocounty.us.

BACKGROUND/HISTORY OF BOARD ACTIONS:

N/A

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

N/A

OTHER AGENCY INVOLVEMENT:

N/A

FINANCING:

N/A

ATTACHMENTS:

APPROVALS:

Darcy Ellis
Darcy Ellis

Created/Initiated - 1/12/2022
Final Approval - 1/12/2022



County of Inyo



County Counsel

TIMED ITEMS - ACTION REQUIRED

MEETING: January 18, 2022

FROM: Grace Chuchla

SUBJECT: Tecopa Cemetery District Hearing

RECOMMENDED ACTION:

11 A.M. - County Counsel - Request Board hold a hearing pursuant to Government Code Section 9026 to appoint itself the governing board of the Tecopa Cemetery District

SUMMARY/JUSTIFICATION:

On December 14, 2021, your Board passed a resolution declaring its intent to become the governing board of the Tecopa Cemetery District. Your Board took this action because, despite recruitment efforts, the Tecopa Cemetery District board has been unable to recruit a sufficient number of members to form a quorum. This prevents the District from engaging in any business.

This hearing is the second step in the process for your Board to become the governing board of the District. At this hearing, your Board will receive and consider any comments and/or protests and will vote on whether your Board will become the governing Board of the District. As of the writing of this staff report, zero protests to the proposed action have been received. However, if by the time of the hearing, more than 10% of the registered voters in the District submit protests, then your Board can only become the governing board of the district with a 4/5 vote. If less than 10% of the registered voters in the District submit protests, then your Board can choose to become the governing board of the District by a simple 3/5 majority vote. There are 63 registered voters in the District. Therefore, if at least 7 protests are received, your Board will need to vote by a 4/5 majority to become the governing board of the District.

This hearing has been noticed pursuant to Government Code 6061.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

Your board could choose not to hold this hearing. This is not recommended, as the Tecopa Cemetery District is in need of a governing board.

OTHER AGENCY INVOLVEMENT:

FINANCING:

ATTACHMENTS:

APPROVALS:

Grace Chuchla
Grace Chuchla
Darcy Ellis

Created/Initiated - 1/5/2022
Approved - 1/5/2022
Final Approval - 1/6/2022



County of Inyo



County Administrator - Economic Development

TIMED ITEMS - NO ACTION REQUIRED

MEETING: January 18, 2022

FROM: Miquela Beall

SUBJECT: Business Plan for the Eastern Sierra Small Business Resource Center

RECOMMENDED ACTION:

11:05 A.M. - County Administrator - Economic Development - Request Board receive presentation on the Eastern Sierra Small Business Resource Center DRAFT Business Plan by staff and AccompanyCo.

SUMMARY/JUSTIFICATION:

This presentation marks a milestone for the Eastern Sierra Small Business Resource Center (BRC). As a reminder and for those who are not familiar with this project, the County vision for many years was to establish a small business resource center to provide assistance, education, and resources to help new businesses get established and to help existing businesses grow. One of the milestones achieved so far includes accessing the Small Business Development Grant from the USDA that provided resources for the business, operating, and financing plan that will be the main subject of the presentation. Our efforts were successful and we were fortunate to contract with AccompanyCo who led the efforts that resulted in the draft business plan attached to this agenda item. The engagement included visits to Inyo County to meet with community leaders, business people, and the working group that is composed of business representatives, educational institutions, other government agencies, chambers of commerce, and interested citizens - all contributing their unique perspective and expertise.

BACKGROUND/HISTORY OF BOARD ACTIONS:

ALTERNATIVES AND CONSEQUENCES OF NEGATIVE ACTION:

OTHER AGENCY INVOLVEMENT:

FINANCING:

None at this time.

ATTACHMENTS:

1. DRAFT SBRC Business Plan

APPROVALS:

Miquela Beall	Created/Initiated - 1/12/2022
Darcy Ellis	Approved - 1/12/2022
Miquela Beall	Approved - 1/12/2022
John Vallejo	Approved - 1/12/2022
Leslie Chapman	Final Approval - 1/12/2022

2021

ESSBRC Business Plan Final Draft



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DRAFT



Market Opportunity Analysis

Introduction

The market opportunity analysis is meant to highlight key business categories that show promise in Inyo County given regional conditions. The market opportunity analysis was informed by the interviews conducted as part of the ecosystem assessment and by local, state and national economic data and studies. The key opportunities covered in this section of the report include:

- ❖ **Expand and Diversify Tourism.** This includes an overview of regional growth in tourism and describes opportunities in key subsectors including, ground transportation, tourist shopping and recreation and activities.
- ❖ **Resident-Oriented Retail and Resident Services.** This section focuses on retail leakage and the retail categories that could be potentially further developed to capture tens of millions of dollars in retail sales leaking to other communities or online.
- ❖ **Housing, Commercial, and Civic Construction and Development.** The scarcity of housing, commercial space and developable vacant land are a constraint to business overall, but this scarcity is an opportunity for the development and construction industry.
- ❖ **Environmental Science and Consulting Services.** The incredible biodiversity and range of climate zones and the predominance of publicly owned lands in Inyo County suggest an opportunity for establishing local environmental science and consulting businesses.
- ❖ **Base Industries.** The county is home to a few base industries, which are industries that export goods or services outside of the region. These existing operations may or may not have the potential to expand or diversify, but it is always less difficult to build on an existing industry versus starting anew.

Expand and Diversify Tourism

The Inyo County tourism markets are regional and multifaceted. Markets include Death Valley visitors, skiers passing through to Mammoth, rock climbing, mountain wilderness expeditions/outings, and drive touring. Several interviewees noted that Bishop and Lone Pine primarily serve pass-through traffic, including those who stay the night on their way to other destinations. Some interviewees see the potential for further developing Inyo County as its own destination and to market it as such and to encourage passers-through to stop and explore. This portion of the market opportunity analysis identifies opportunities to capture more sales from the established markets.

Up to the onset of COVID 19, tourism had been growing in the region. Inyo County spans two of the state's tourism regions, the Deserts region and the High Sierra region, both of which exhibited strong growth through 2019. Interviewees reported that visitation rebounded in 2021, although numbers were not available at the time of writing this report.



Figure 1 – Direct Travel Spending by Tourism Region

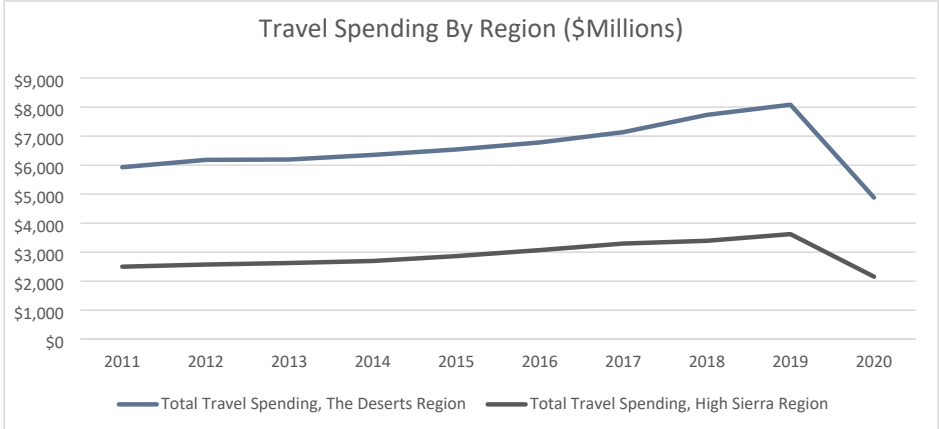


Figure 1 Source: "The Economic Impact of Travel" Visit California, Dean Runyan Associates, 2021

Although California is a major destination for domestic and international visitors, well over half of the leisure travel in the state are Californians. In-state visitation is growing on pace with out-of-state and international visitation.

Figure 2 – Annual Visits to California (Millions of Person-Trips)

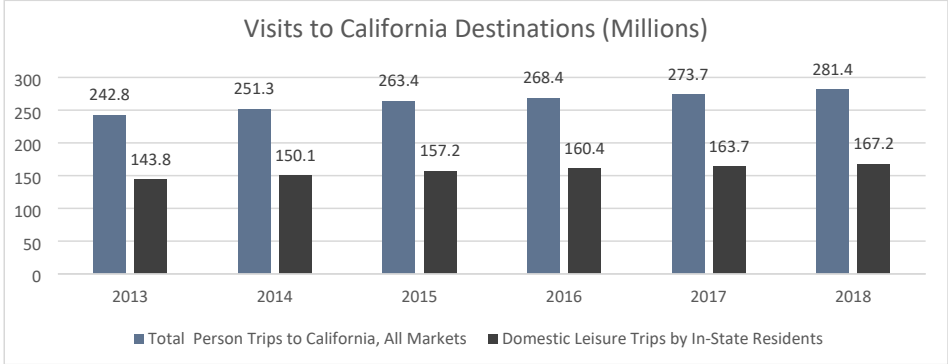


Figure 1 Source: "California travel and tourism overview of key drivers and outlook" Tourism Economics an Oxford Economic Company, 2019

In-state visitors from Southern California are the largest visitor segment in the Eastern Sierra. A survey-based study referenced in the air passenger study for the Bishop Airport showed that at least 93% of the visitors to the Eastern Sierra area live in California. While the largest portion of visitors come during ski season, visitation is well distributed throughout four seasons. The combination of a large, reliable customer base within a day's drive and consistent visitation across four seasons are advantageous market traits.



Figure 3 – Origin of Visitors to Eastern Sierra Region and Seasonality, 2017

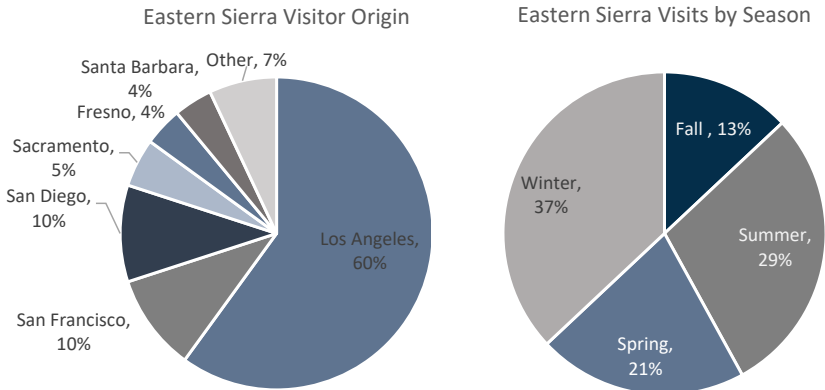


Figure 2 Source: "Bishop Airport Passenger Traffic Study", Leigh/Fisher, 2017

Modest growth in jobs and earnings in the accommodations and food service sector and arts and entertainment sector generally reflect the regional growth in visitor spending at the local level. Retail jobs and earnings, which serve resident and visitor markets alike have not kept pace.

DRAFT



Figure 4 – Inyo County Jobs and Earnings in Sectors that Include Tourism

The

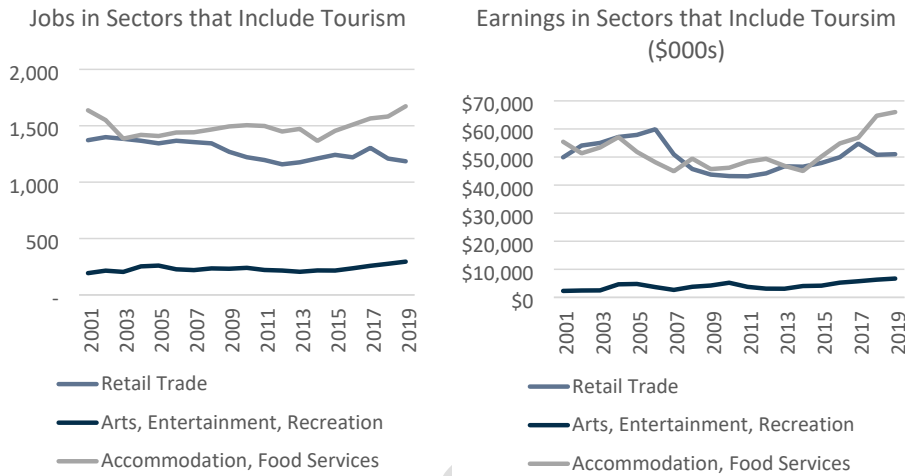


Figure 3 Source: "Economic Profile System", Headwaters Economics, 2021

forthcoming activation of commercial passenger service at Bishop Airport will bring additional visitors into Inyo County, especially during ski season which draws the highest number of passengers. Those who fly to their destinations are a coveted customer segment because they tend to spend more money across all sectors. Inyo County has long been a stop or a layover for drivers, now it will be on the route of air travelers as well.

Figure 5 – Commercial Enplanements Forecast at Bishop Airport

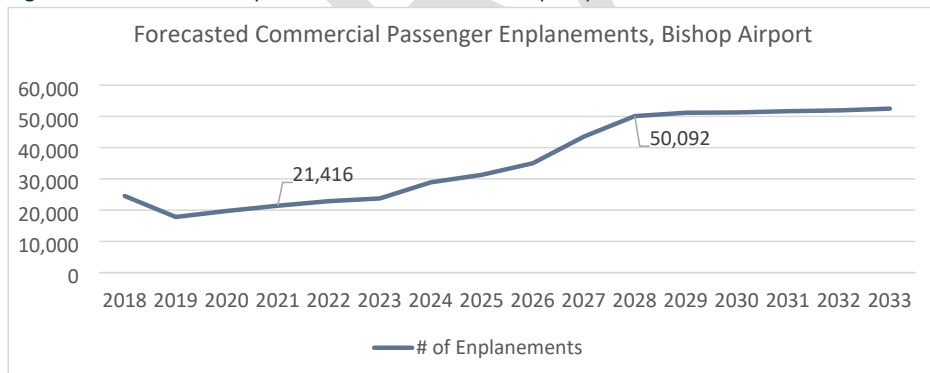


Figure 4 Source: "Proposed Commercial Airline Service at Bishop Airport Draft Environmental Assessment", ESA, 2021; "Bishop Airport Passenger Traffic Study", Leigh | Fisher, 2017



Opportunity: Ground Transportation

Establishment of commercial air service will generate demand for ground transportation. Most ground transportation services in the region are based in Mammoth Lakes. There are no group and transportation businesses in Inyo County except for a car rental company in Bishop and a jeep rental company in Death Valley.

Figure 6 – Inventory of Transportation Businesses in Inyo and Mono Counties

	Transportation Businesses	Categories Represented
Bishop	1	Passenger Car Rental
Death Valley	1	Jeep Rental
Mammoth Lakes	6	Taxi Service, Ground Transportation, Passenger Car Rental
Regional	1	Transit System

Figure 6 Source: State of California Employment Development Department

Opportunity: Tourist Shopping

The retail sector in Lone Pine and Bishop is serving as a supply hub for visitors, but there is an opportunity to diversify to offer more leisure/recreational shopping for visitors and locals alike. There are nine categories with more sales in the market area than demand, resulting in \$165 million in surplus sales annually as shown in Figure x. The likely explanation for this is spending by tourists and passers-through as well as residents from outside the market area who travel to businesses in Inyo County to make purchases. The surplus sales in the food services and drinking places retail category, sporting goods, used merchandise, and gift stores categories are tourism related. The communities serve as supply hubs for leisure travelers, which contribute to the surplus sales in food and beverage stores and gas stations categories. A good portion of surplus sales in the food and beverage store categories such as auto parts and tire stores are likely driven by regional residents who live outside of Inyo County.

Figure 7 – Retail categories showing more Inyo County sales than residents spend, 2021

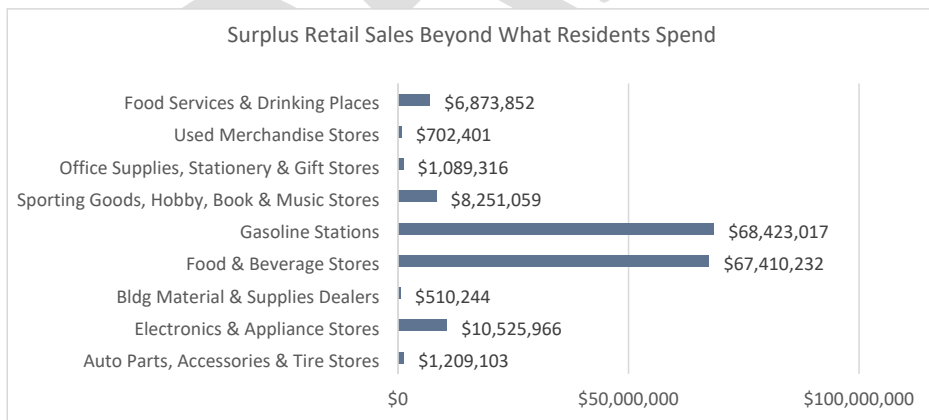


Figure 7 Source: ESRI Business Analyst Online, 2021

The well-



established sporting goods retail category in both Bishop and Lone Pine also reflects these communities' roles as supply hubs for visitors and passers-through.

Figure 8 – Count of Sporting Goods Retail Establishments, Inyo County, 2021

	Sporting Goods Establishments	Categories Represented
Bishop	9	Clothing Stores, Sporting Goods
Lone Pine	3	Sporting Goods

Figure 8 Source: State of California Employment Development Department

While sporting goods stores can contribute to a leisure shopping experience, there are very few leisure shopping opportunities beyond this. For example, there is just one store in Lone Pine classified as a gift/novelty store. In Bishop, there are a few bookstores, used goods stores and clothing stores, but it is not clear that these are focused on the visitor market. Shopping is among the most popular vacation activities and is a way to attract passers-through to stop and explore.

Figure 9 – Count of Leisure Shopping Establishments, Inyo County, 2021

	Leisure Shopping Establishments	Categories Represented
Bishop	7	Book Stores; Used Merchandise Stores, Art Dealers, Home Furnishings Stores, Clothing Stores
Lone Pine	1	Gift, Novelty, and Souvenir Stores

Figure 9 Source: State of California Employment Development Department

Recreation and Activities

Appealing and easily accessible recreational offerings and activities are key components of destination development. The area offers challenging outdoor recreational opportunities including rock climbing and multi-day wilderness expeditions but there is a gap in outdoor activities for beginners and easier, non-athletic activities for visitors. Most of the outdoor recreation establishments in the area are outfitters for mule or packhorse-supported expeditions or are lodges or outposts to support mountain expeditions and day trips. The area would benefit by offering activities and recreation that are closer to town and appeals to a broader market. Investments in trails, paved pathways and other outdoor recreation infrastructure may need to be a component of developing this opportunity.

Figure 10 – Count of Outdoor Recreation Establishments, Inyo County, 2021

	Outdoor Recreation Establishments	Categories Represented
Bishop	8	Outdoor Recreation Outfitters, Marinas, Resorts and Lodges
Independence	1	Outdoor Recreation Outfitters

Figure 10 Source: State of California Employment Development Department



Resident-Oriented Retail and Resident Services

The 8,121 households in Inyo County have a median household income of \$57,316, and a per capita income of \$32,590 compared to a state per capita income of \$36,955. The Retail Market Profile for Inyo County by ESRI Business Analyst shows that Inyo County households spend \$249.3 million each year on retail shopping and food and drink services.

Figure 11 –Number of Households by Income, Inyo County, 2019

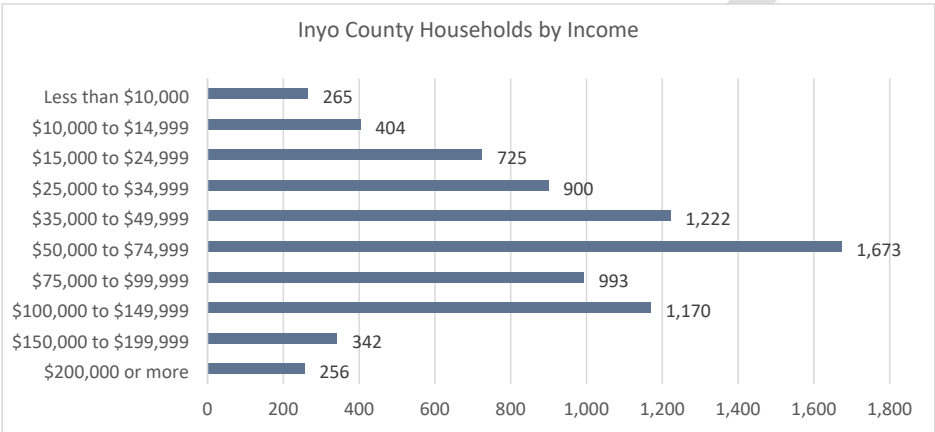


Figure 11

Source: "Economic Profile System", Headwaters Economics, 2021

Leakage indicates that resident needs are being met elsewhere, that residents living in the market area are shopping outside of Inyo County or online. Leakage represents an opportunity for expanding/diversifying existing businesses or starting new businesses. Seven retail categories contribute to the \$76.9 million in retail sales leakage from the county annually. For instance, there is \$6.45 million in leakage in the health and personal care stores category, meaning that county residents are spending \$6.45 million outside of Inyo County for health and personal care store needs.



Figure 12 – Retail Sales Leakage from Inyo County, 2019

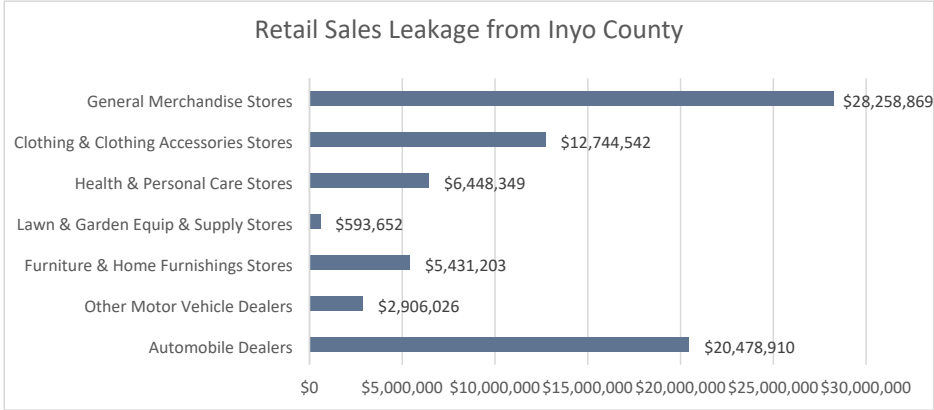


Figure 12

Source: ESRI Business Analyst Online, 2021

Housing, Commercial, and Civic Construction and Development

According to the California Division of Housing Policy, there was a minimum regional housing need of 323 total units among four income categories as of April 2020. Interviewees remarked that housing is difficult across all income levels in the Bishop area and lack of housing options was cited as a limitation for businesses seeking to expand.

Figure 13 – Inyo County Housing Need Determination

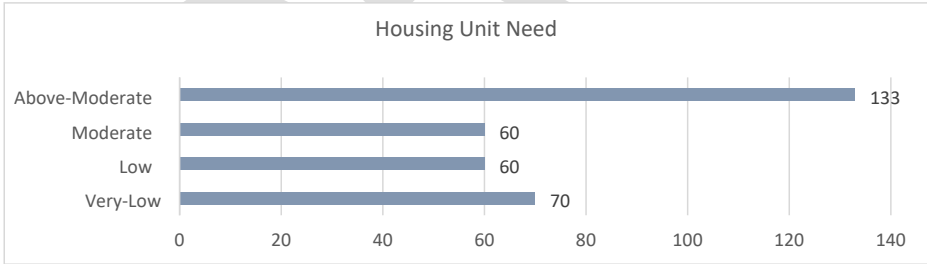


Figure 13 Source: California Division of Housing Policy, April 2020

Interviewees indicated that in the Bishop area, a very limited supply of developable commercial property may be acting as a constraint on economic growth. Land supply is discussed in more detail below. Some interviewees cited further constraints arising from a set of commercial building owners who seem unwilling to update or redevelop older structures.



Inyo County has an active construction industry that has not returned to the levels seen in the early 2000s, but it has held steady over the past decade. Mono County construction employment has been somewhat higher than Inyo County, although construction businesses are mobile and regularly perform work across county lines.

Figure 14 – Construction Jobs Trend 2001-2019, Inyo and Mono Counties

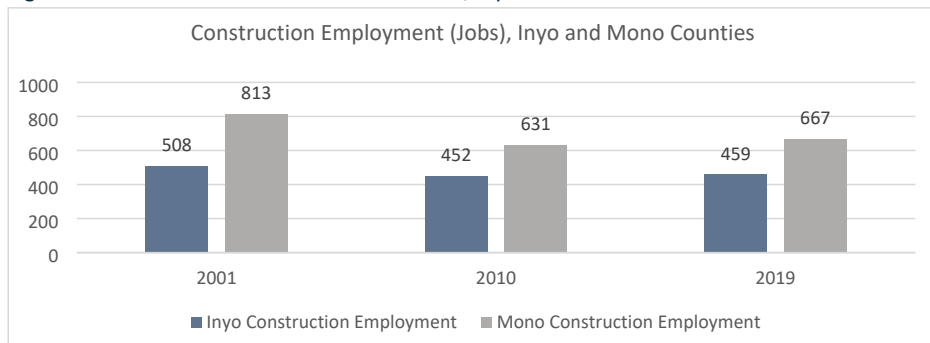


Figure 14 Source: "Economic Profile System", Headwaters Economics, 2021

The construction sector in Inyo and in Mono Counties is well diversified with 55 firms covering 17 different types of construction services. The vast majority of these businesses are small operations with four or fewer employees. Although the construction industry is diverse and capable, the limited size of local companies means that few can take on large projects. Inyo is like other rural areas in that there are only so many companies and so many employees, so the rate of construction is somewhat slower than in a metro area and wait times can be longer.

Figure 15 – Inventory of Construction Contractor Businesses by Type, 2021

	Mono County Businesses	Inyo County Businesses
Specialty Construction	1	3
Commercial Building	15	9
Drywall and Insulation	1	1
Electrical	5	7
Finish Carpentry	2	1
Flooring	3	1
Glass and Glazing	1	0
Land Subdivision	4	0
Masonry	1	3
New-single family general contractors	3	14
Painting and Wall Covering	5	1
Plumbing and HVAC	8	8
Poured Concrete Structure	3	3
Roofing	2	4
Site Preparation	1	1
Tile and Terrazzo	1	0
TOTAL	55	55



Figure 15 Source: State of California Employment Development Department

Figure 16 – Inventory of Construction Contractor Businesses by Size, 2021

Size of Firm	Mono County Companies	Inyo County Companies
1-4 employees	50	47
5-9 employees	12	5
10-19 employees	3	3

Figure 16 Source: State of California Employment Development Department

Interviewees and working group members stated that land ownership status and availability is an underlying constraint on developing new housing and on new commercial development, especially near Bishop where demand is highest. The majority of vacant land is owned by Los Angeles Department of Water and Power (LADWP). Negotiating to open parcels of LADWP land for development has proven to be a lengthy challenge for local governments.

The inventory of commercial and industrial lots has been dropping significantly in Mono County, presumably as lots are built. The inventory of commercial lots in Inyo County has been increasing slowly but remains below 100 lots. Some of these commercially assessed and/or commercially zoned vacant properties are owned by LADWP and so are not readily available.

There are over 3,000 vacant residential parcels in Inyo County, but the supply has been slowly dropping presumably because lots have been built on. According to Inyo County’s 2016 Charleston View Specific Plan, 2,059 of these vacant parcels are located in this rural and remote sub-area.

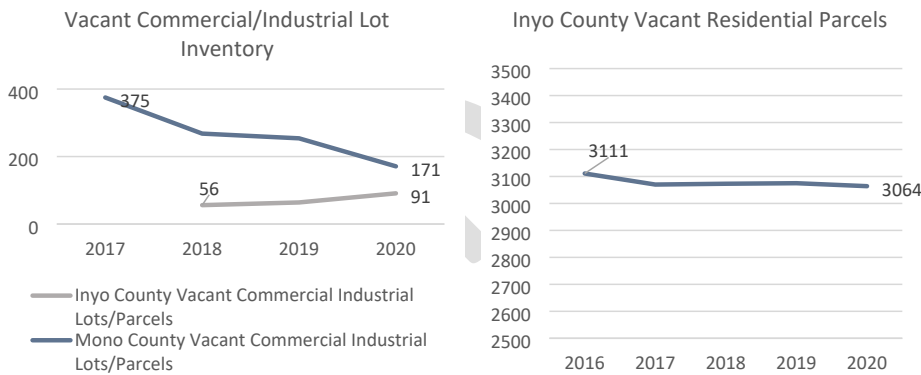


Figure 17 - Vacant Lot Inventory 2021

Figure 17 Source: State of California Board of Equalization Open Data Portal, 2021

Inyo County has seen just 18 lots created via conventional subdivisions while subdivisions have been more active in Mono County with 233 new lots created. Each county registered around 100 properties that have been consolidated or been split into two lots. In Inyo County, the development of new subdivision lots does not appear to be increasing commensurately with the demand for housing and commercial development.



Figure 18 – New Subdivision Lots Created

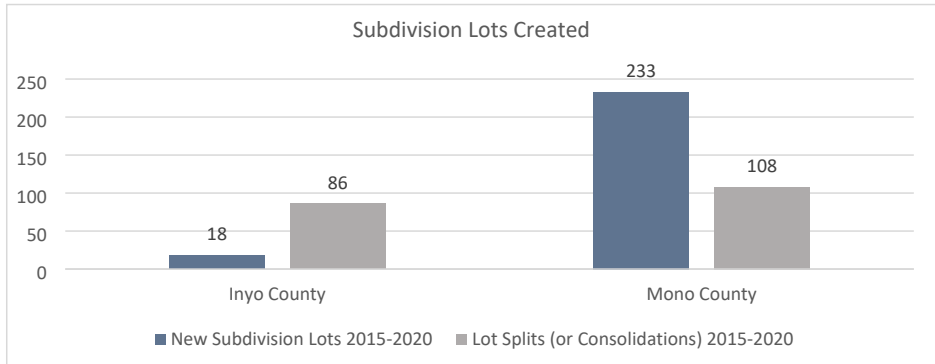


Figure 18 Source: State of California Board of Equalization Open Data Portal, 2021

Interviewees described a challenging set of conditions that have constrained commercial and residential development. Some of the land supply issues will require intervention by the local government, such as activation of LAWPD land. Between Bishop and Mammoth Lakes, there are 20 development and design businesses, most of which provide architectural, engineering, and/or surveying services. The complex supply-side issues like those in the Bishop area suggest that there is a role for professional land development consulting.

Figure 19 - Inventory of Development and Design Businesses, 2021

	Development and Design Businesses	Categories Represented
Bishop	9	Architecture, Engineering, Building Inspection, Surveying
Mammoth Lakes	11	Architecture, Engineering, Land Subdivision, Surveying
Death Valley	1	Engineering

Figure 19 Source: State of California Employment Development Department

As the Eastern Sierra Recreation Partnership progresses and gains funding, additional opportunities will arise for local construction contractors who are prepared to bid on publicly funded projects. The partnership identified and ranked 183 project ideas for Inyo and Mono Counties including new restrooms, multi-use paths, campground rehabilitation, signage/wayfinding, visitor centers, wildlife crossings, ADA accessible outdoor facilities, roads, and other projects that would require construction companies (essrp.org). Local construction companies would likely need to ramp up their operations to qualify for most of the projects that would come out of this regional effort.

Environmental Science and Consulting Services

The incredible biodiversity and range of climate zones and the predominance of publicly owned lands in Inyo County suggests an opportunity for establishing local environmental science and consulting businesses. Forest



restoration, stream/riparian restoration, and certain elements of sustainable recreation development most often require permits and approvals under the National Environmental Policy Act (NEPA). Achieving the level of compliance required by NEPA and by land management agencies requires environmental planning, design and best practices that environmental consultants are uniquely qualified to provide.

There are just a few business entities in the environmental consulting space today, and none are environmental consultants for hire: Eastern Sierra Foundation, Owens Valley Indian Water, Sierra Nevada Bighorn Sheep Foundation, White Mountain Research Station (State of California Employment Development Department). The professional and technical services industry earnings suffered as a result of the 2008 financial crisis and recession but has rebounded somewhat in recent years. Developing local environmental science and consulting firms instead of hiring firms from other communities would boost this important sector.

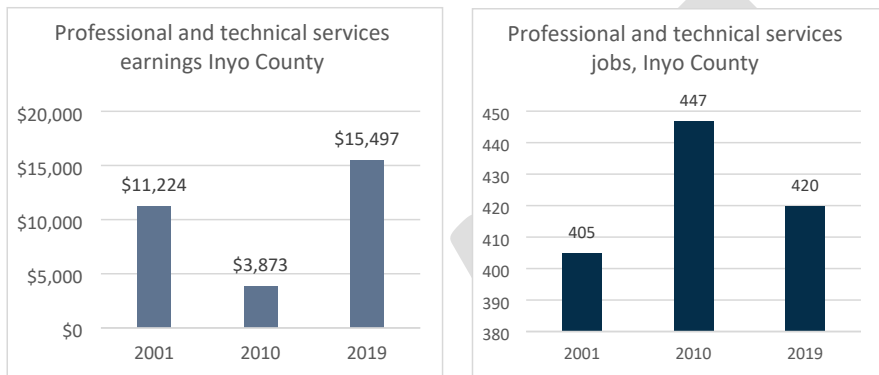


Figure 20

Professional and Technical Services Earnings, Inyo County, 2021

Figure 20 Source: "Economic Profile System", Headwaters Economics, 2021

Base Industries

The county is home to a few base industries, which are industries that export goods or services outside of the region. Power generation and distribution is an established base industry that has potential to expand. In the Desert Renewable Energy Conservation Plan, BLM designates 388,000 acres for renewable energy development from the U.S./Mexico Border to Owens Valley (BLM Desert Renewable Energy Conservation Plan Record of Decision, 2016). Solar, wind, geothermal are allowable uses in these "designated focus areas" (DFAs). These plan amendments cover the Bishop Resource Management Plan because there are DFAs in southern Inyo County/northern San Bernardino County.

There are currently six business entities producing/distributing electrical power in Inyo County. These existing operations may or may not have the potential to expand or diversify, but it is always less difficult to build on an existing industry versus starting anew.

Figure 21 – Power Generation and Distribution Business Entities

2020 Establishments



Hydroelectric power generation	3
Fossil fuel electric power generation	1
Geothermal electric power generation	1
Electric power transmission and distribution	1

Figure 21 Source: "Quarterly Census of Employment and Wages", Bureau of Labor Statistics

Manufacturing has been a growth industry for over two decades in Inyo County, growing from \$66.8 million in earnings in 2000 to \$117.8 million in 2019, while gaining 133 jobs.

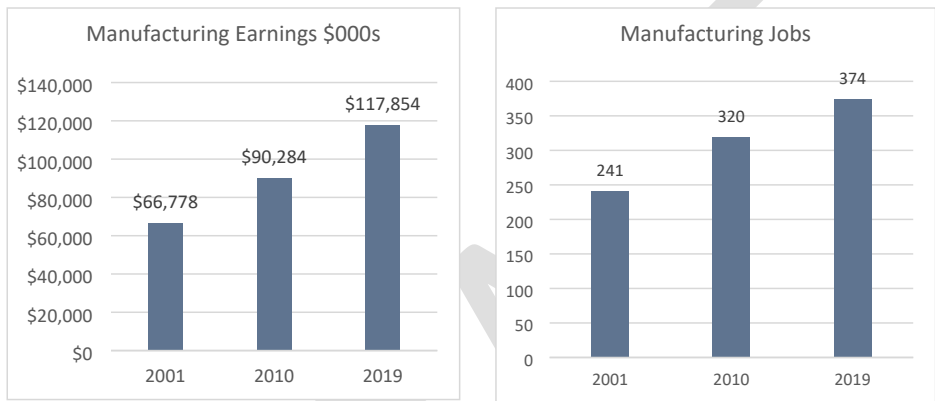


Figure 22 – Manufacturing Earnings and Jobs Trends, Inyo County

Figure 22 Source: "Economic Profile System", Headwaters Economics, 2021

Manufacturing is an established and diverse sector in Inyo County that includes 25 businesses producing a wide variety of niche products. The state business classification system includes some local servings businesses such as printing, but most manufacturers make niche products for export. Although active, the manufacturing sector does not have a formal advocacy group and has low visibility in general.

Figure 23 – Inventory of Manufacturing Businesses

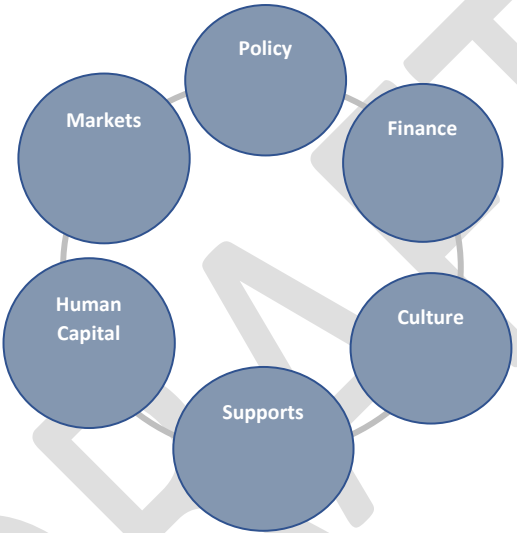
Inyo County Businesses	
Food and beverage manufacturing	5
Plastics manufacturing	3
Wood product manufacturing	5
Local/regional serving	7
Specialty manufacturing	5

Figure 23 Source: State of California Employment Development Department



Entrepreneurship Ecosystem Assessment

The following section organizes the review and recommendations around the domains of the Entrepreneurship Ecosystem. This framework was originally developed by Daniel Isenberg at Babson College and provides an excellent tool to map current conditions of the ecosystem to support business and dive deeper into areas where communities can proactively impact the attractiveness of the region for business startup and growth.



People are at the center of an entrepreneurial ecosystem. Ecosystems surround entrepreneurs and help them thrive. There are no silver bullets inherent to a thriving ecosystem; instead, the interaction of the parts affects the efficacy of the entire system. The analogy of a living and ever-changing system is an intentional way to emphasize a critical paradigm shift in how we think about helping entrepreneurs. Just as the complex biological system of soil, water, sunlight, flora, and fauna in a rainforest allows individual plants to flourish, so the ecosystem for entrepreneurs is essential to their success. Healthy, diverse, and inclusive ecosystems allow talent, information, and resources to flow quickly to entrepreneurs as they need them.¹

Commented [TC1]: Replace domains graphic with the one Gabe emailed

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¹ <https://www.kauffman.org/ecosystem-playbook-draft-3/glossary-and-resources/>



Methodology

The process of ecosystem assessment is heavily dependent on talking with people that possess the knowledge and relevant insights regarding the various domains. At the center are discussions with current and prospective business owners. Inyo County formed a “Working Group” (WG) for the SBRC project. The WG provided background perspective, reports, contacts, and continual feedback during the ecosystem assessment process. Critical to this process is being “on the ground” in communities. The AccompanyCo Team had three trips to the region and is participating in ongoing efforts related to the BRC and Inyo County’s economic planning.

Secondary research including published reports and online resources along with the Market Opportunity Analysis provides context for the Team to consider the area’s challenges and opportunities. In evaluating the entrepreneurship ecosystem, interviews are the primary source of information, and observations are based on the interviewee’s opinions. Understandably an inexact science, the process is both iterative and insightful. The Team looks for patterns and similarities of opinion to aggregate observations and facilitate recommendations for the ecosystem analysis.

30+ interviews were conducted over six months and included individuals representing a broad range of business sectors and organizations:

- ❖ Retail Businesses Sector
- ❖ Outdoor Industry Sector
- ❖ Food/Beverage Service Sector
- ❖ Office Rentals and Coworking Sector
- ❖ Manufacturing Sector
- ❖ Space and Technology Sector
- ❖ State and Federal Business Development
- ❖ Cerro Coso Community College
- ❖ Eastern Sierra Community Bank
- ❖ City of Bishop
- ❖ Inyo County Government
- ❖ Mono County Government
- ❖ Tribal Government
- ❖ Sierra Business Council
- ❖ Eastern Sierra Council of Governments
- ❖ Workforce Development
- ❖ Inyo County Public Works

Policy

The Policy section describes efforts by government and leadership to clear the pathway for businesses to operate successfully. It includes evaluating overall business friendliness, incentives, and the degree to which leadership represents and champions businesses and entrepreneurship.

Observations:

County support Inyo County is taking a leadership role in developing the Business Resource Center including providing funds and leadership for this business plan as well as committing funds to support initial operational costs.



City of Bishop leadership is evident in code revisions, infrastructure improvements, and a business-friendly culture.

Regional collaboration with Mono County and Mammoth Lakes is evident, examples include the formation of ESCOG (Eastern Sierra Council of Governments) and improvements to the Bishop Airport and move of commercial routes and subsidies from Mammoth to Bishop Airport.

Other regional initiatives include:

- Joint planning effort for preparation of Comprehensive Economic Development Strategy (CEDs) that includes Inyo, Mono and Alpine counties, and the cities of Bishop and Mammoth Lakes,
- Request for CA Community Economic Resilience Fund's (CERF) region modification to establish Eastern Sierra region - Inyo, Mono, and Alpine and allow government entities to apply for planning grants,
- Eastern Sierra Sustainable Recreation Partnership (ESSRP),
- Sustainable Recreation and Tourism Initiative (SRTI), and
- Buttermilk Infrastructure and Recreation Planning Initiative.

GO-Biz, the State of CA business development agency, recently established rural capacity positions with Derek Kirk as the regional representative for the Eastern Sierra, with more presence has come more potential funding and assistance for rural initiatives.

Tribal government initiatives include impending construction of a retail strip attached to a new gas station with dedicated space for four Native American (NA) businesses; history of providing small loans to NA startups, alliance with statewide and national entrepreneurial support programs serving tribal members.

Coordination with the Mexican Consulate in providing support to Hispanic and Latinx communities for immigration and work permit compliance.

The City of Bishop is the Eastern Sierra regional hub of federal and state resources, staff, and offices.

Recommendations:

Formalize Connector culture. Much progress has been made (and should be celebrated!) over the past year and accelerated through the process of the SBRC business planning to connect the economic development efforts of the region. Strategies should be explored to sustain and build momentum. This can include expansion/or modification of the Working Group as an ad hoc Economic Development Partners Regional Working Group, establishing an Advisory Board for the SBRC with a broader regional mission, incorporating the activity into the ESCOG, or another.

Forge ahead to complete CEDs. Funding is available through EDA and potentially through CERF (if approved for the application and regional designation) to prepare a CEDs. The Sierra Business Council has performed CEDs plans in nearby regions and is a potential option for preparing this plan.

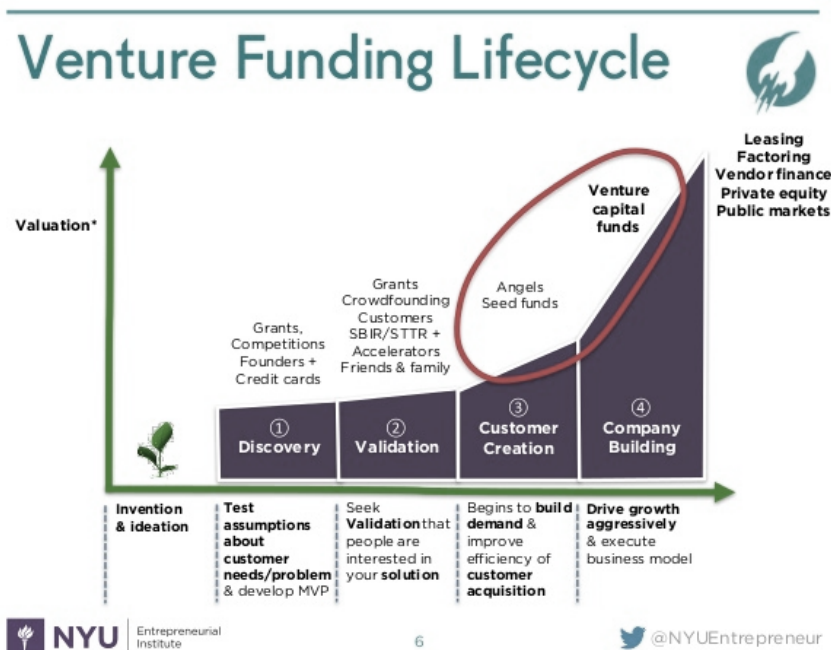
Position SBRC and other regional efforts for CERF implementation funds.

Support other regional initiatives. Along with the numerous current initiatives in the region, there are opportunities to expand the Eastern Sierra's role in innovation and business development in global priorities such as climate change and environmental protection and stewardship.



Finance

Having a robust offering of a variety of financial capital instruments in the region as well as technical assistance to guide and help secure funding for businesses provides key fuel for business startup and growth. To support a robust entrepreneurship ecosystem, communities want to see diverse and plentiful options that provide support from the idea stage through business, start, growth, and maturity. This is especially challenging in remote rural areas. However, regional partnerships and collaborations can supplement what is available locally.



Observations:

Regional Capital Summits are held annually in the region, organized by the regional SBDC based in Bakersfield. They are well attended and rotate between Inyo and Mono (virtual last 2 years).

Large number of PPP loans with diversity. Close to 300 Payroll Protection Loans were granted to businesses in Inyo County during the pandemic. These loans were processed for the largest and the smallest businesses in Inyo County - employment of 500 to sole proprietors. The volume and diversity assisted are reflective of a good connection with traditional lending institutions. Eastern Sierra Community Bank was noted through interviews as very active in the community.



Community Development Financial Institutions (CDFI). Several CDFIs are serving the area including - Accion Opportunity Fund based in San Jose and Access Plus Capital based in Fresno and Bakersfield. CDFIs provide flexible funding including microloans. Although CDFIs are technically serving the area, they do not appear to be “present” or involved in the community and as a result not known.

Appears to be a dearth or void of Microloans and access to alternative sources of capital in the region.

The region has a cluster of high net worth individuals, both residents and 2nd homeowners that could be a foundation for an angel investment pool. Regionally, there are active angel groups in Fresno, Truckee, and Sacramento. There is some interest locally in activating a group.

Financial acumen or readiness is low within some existing businesses. Training and mentorship could greatly improve this. If existing businesses have a better understanding of their financials, they would be more likely to qualify for traditional funding.

Recommendations:

Financial Readiness training and 1-1 assistance should be a major focus for any entrepreneurship effort including the SBRC.

Explore the establishment of a regional Microloan fund. Explore and evaluate the various options for starting a microloan program - EDA, CDBG, CERF implementation funds, Foundation Program Related Investment (PRI), etc. Interest was expressed in small amounts - \$10-100k with flexible terms for collateral and repayment.

Competitions and Incentive grants. To generate interest and buzz, competitions and competitive incentives can be used to encourage “ideation” in general and specifically to solve problems in specific sectors and be open to the general public or demographics for example, youth and/or Native Americans.

Formation of Regional Angel Group. There has been interest expressed to explore the formation of an Angel group and/or Fund. Critical mass is important for both investors and deals. A regional approach including Mono County and perhaps Alpine as well is recommended. To start, connect with regional established groups and invite them into an organizational meeting for an Inyo/Mono group. From there explore co-investment opportunities, sponsor local competitions, encourage new investors to attend regional pitch competitions and angel training, and possible formation of a regional fund.

Cultivate relationships with current funding sources. Part of the navigator role is the cultivation of relationships and not necessarily duplication. There are resources for funding already technically serving the area. In some cases, it is about getting their attention to the opportunities in the region.

Culture

A culture that supports and celebrates small business and entrepreneurship is self-perpetuating. It is characterized by visible successes and encouragement of risk-taking and innovation. The essence of an entrepreneurial ecosystem is its people and the culture of trust and collaboration that allows them to interact successfully. An ecosystem that allows for the fast flow of talent, information, and resources helps entrepreneurs quickly find what they need at each stage of growth. As a result, the whole is greater than the sum of its separate parts.



Observations:

The region is overshadowed by DWP land and water control. Even though the region is creative, innovative, and entrepreneurial, much of the conversation comes back to the realities which limit choices and opportunities.

Collaborative environment. “We’re in this together” mentality in the community and region, based on a history of geographic isolation and challenges.

Entrepreneurs helping entrepreneurs. Established and new business owners give of their time and expertise to new businesses and people exploring ideas.

An engaged community of “activists” working together to improve conditions for residents

Pride of the region and landscape, people visit, and they stay.

High percent Native American population and fast-growing Hispanic/Latinx.

The Native American population does not have a strong history in entrepreneurship and some barriers to small business ownership exist.

Hispanic/Latinx community is reluctant to utilize “traditional” business support services.

New people are coming, bringing \$\$, talent, and fresh perspective to the region:

- For recreation
- Small town atmosphere
- Trailing spouse - coming when a spouse is hired, often well-educated and experienced and excellent prospects for starting businesses.
- Climbers are not “dirt baggers”
- Some conflict with the old families and the new people coming to the area

Recommendations:

Amplify success stories. Utilize all forms of media radio, paper, social media, websites, and blogs to amplify the successes of local businesses and human-interest stories. Highlight businesses and entrepreneurs located throughout the county (potentially region), large and small, well established and startups, culturally diverse from all sectors.

Engage a group of content creators for success stories. Gather individuals and organizations already doing some of this work and encourage sharing and collaboration. Funding for content creation or advertising dollars for media buys is important for a sustained effort.

Hold “cool” events and meetups. There is a strength to be found when business owners learn from each other and share challenges and wins. This type of sharing doesn’t appear to be happening within the region. Business owners shared an eagerness to meet with other business owners either one-on-one or in small groups. Being creative in the types of events, structure, participants, etc. will help draw out the trailing spouses and gig workers hiding in the community.

K-12 entrepreneurship and innovation activities and competitions. Organize and amplify activities in the schools that encourage innovation and entrepreneurship. Bring these into the SBRC, utilizing mentors and business owners to provide judging and support. Attract HS students to internship and apprenticeship programs with startups.



Solicit participation of leadership from the Tribe and Hispanic/Latinx Communities into SBRC and related activities to ensure maximum impact across the greater community.

Supports

The Supports domain encompasses the infrastructure needed to support business startup and growth including broadband, utilities, professional services, non-governmental organizations, networking, and support functions needed to support a healthy business sector, including people and institutions with knowledge and resources to help entrepreneurs.

Observations:

Limited professional service providers in the region including bookkeeping, accountants, and legal. Businesses go without and/or hire out of the area.

The SBDC based in Bakersfield is the primary go-to for people interested in starting or expanding businesses. They have a part-time consultant based in Mono County serving Inyo. Other consultants and training classes are offered online.

The Bishop Chamber of Commerce has over 300 members and offers member mixers and has an active Board. They also manage the tourism efforts and have an active online presence.

There do not appear to be entrepreneur-orientated meetups or events in the region. There is a lack of basic training courses in business start, finance, marketing, planning.

Regionally, the Sierra Business Council is very active but is not providing direct services in Inyo County.

Owens Valley Career Development has linkages with regional entrepreneurship and business support initiatives serving tribal members based in Fresno and Sacramento. They have provided small loans along with the Tribe's Economic Development Board to startup businesses. Access to this resource requires the completion of a business plan.

The Tribe is building a 4-unit strip mall connected to a new gas station for tribal member-owned and operated businesses.

Bishop Coworking is full and although it used to support coffee meetups and drop-in coworking, the pandemic led to a different strategy and left a void in the market.

Cerro Coso Community College offers a Certificate program in Entrepreneurship, however, does not appear to be recommended by SBDC or in high demand - an opportunity here.

Extensive potential mentor pool and a plethora of institutional knowledge amongst the retired population.

Inyo County is an epic landscape however, its remote location leads to distribution and supply chain challenges and access to basic services requires significant travel.

Bishop Airport is going through a major expansion with opportunities for ancillary business as well as improved access for business and movement of goods.

Digital 395 was a huge investment and promised transformative internet speeds, however, last-mile strategies are needed to get high-speed access to businesses and residents.

Cerro Coso Community College has a new campus with excellent facilities and an underutilized event center.



Commercial building stock has issues - old buildings, not up to code. There are extremely limited appropriately zoned properties for additional commercial development.

Housing is a huge issue with vacancy rates estimated at 0%.

Recommendations:

Build Navigator program. Especially in rural communities where resources are scarce, it is critical to have a central point to collect, distribute and cultivate resources available to businesses. The central point in a community can then distribute and train other first points of contact.

Ombudsman/Navigator specifically trained to help small construction companies navigate the regulatory requirements to secure government contracts.

Intentionally engage regional entrepreneurs, business owners, and the retired community. Even though informal connections show tenacity and passion, they are often out of reach for people starting out. Establishing a pathway to have a conversation and expectations for both sides in a mentoring environment is advised.

Petition SBDC for staff and consultant resources. In the spirit of “build it and they will come”, SBDCs have been provided additional federal resources and responsibility to assist communities in pandemic recovery. They do respond to demand for services. It can be a primary role of the navigator point to drum up demand for SBDC services - in-person consulting and training - as restrictions permit.

Establish a relationship with Norcal PTAC, <https://www.norcalptac.org/> for assistance in securing government contracts.

Work with business owners to prepare businesses for sale.

Create programs to tease out ideas and interest for the Tribe’s 4-unit strip mall. Operates as a mini incubator providing training, mentoring, and peer networking for support.

Promote Airport expansion to the business community for startup and expansion of ancillary services directly tied to increased traffic and the opportunity to move goods and people.

Support zoning to move businesses out of homes and provide incentives to improve commercial real estate.

Human Capital

The Human Capital domain looks at the composition of the labor force as well as the presence and alignment of the education systems to the entrepreneurial ecosystem - k-12, vocational and trades, community colleges, and 4-year institutions. We look to the labor force for talent that can help companies grow and leaders to start and grow companies.

Observations:

Job Spot, Education, and Job Resource Center recently opened its office, 3 doors down from the proposed home from the SBRC, and is a partnership with Cerro Coso Community College, Inyo County Office of Education, and Kern Adult Education Consortium. They offer English as a Second Language Program, High School Diploma, GED, and Adult Basic Education Programs. The office is staffed with extended hours and offers computer literacy and job posting services as well.

Cerro Coso Community College offers regular programming in areas such as Construction trades, Wildland Fire Certification, and business management and can try new programs.



Owens Valley Career Development Center offers access to Native Americans interested in construction trades and Solar Institute training in partnership with Cerro Coso Community College.

There is a lack of Management training and a desire to advance from within companies especially because of the housing shortages.

Business succession is a challenge but also an opportunity.

Evidence of underemployment. Example through the Bishop Climber Association showing a high level of advanced degrees and experience choosing to live in Inyo County for the lifestyle.

K-12 no apparent programming in Entrepreneurship and Innovation.

PACE Accelerator has priority to hire local contractors and/or employees.

Owens Valley Career Development funds a summer youth employment program where qualifying students' wages are paid.

Recommendations:

Use of Navigator role to maximize the use of what is already available, for example, job posting through Job Spot, training through Cerro Coso.

EDD/America's Job Center of California presence/located at the BRC. Consider using existing funding that comes to Inyo County through EDD specifically for this position so Inyo County citizens can have a fully functioning America's Job Center.

Combine efforts to create a comprehensive Internship and Apprenticeship program. OVDC, CCCC, and the Pace Accelerator initiatives. Could bring in interns from 4-year institutions if housing could be secured.

Incorporate business principles training for Construction trades education within the existing programs and as a stand-alone.

Catalyze K-12 Entrepreneurship and Innovation Programming. Could include speakers from the mentor pool in classes, inviting students to community networking events, supporting a pitch competition, internship opportunities with startups, etc.

Promote financial literacy training through Job Spot and OVDC.

Develop Management Training resources. Recruiting top talent for management positions within the region is difficult. Most businesses have chosen to combat this by growing their talent. Several business owners expressed a desire to outsource some of that training.

Post businesses for sale and provide wrap-around services to help individuals get trained and financed to take over successful regional existing businesses.

Leverage the resources of Cerro Coso Community College through promoting programs, adding value through access to regional mentors and business owners, holding events at the school, promoting dual enrollment with High School, etc.

Markets

The Markets domain includes early customers and networks that facilitate intersections for the interaction of people, ideas, and resources. Early customers provide sales opportunities and feedback for product and service



improvement. Networks act as diasporas or think tanks for entrepreneurs where informal connections can lead to great things. Accessible onramps (or access points) to the Markets domain of the ecosystem are key so that anyone and everyone can participate.

Observations:

Entrepreneur networks are present but are informal.

Tourism is the historical emphasis for economic development.

Presence of base industry employers in manufacturing, energy, and some technology.

The area is a remote worker destination.

The preponderance of Mom and Pop businesses with the willingness to carry local and new products.

Mammoth Mountain and the region are a major driver for economic development.

Inyo County is a world-renowned climbing destination.

Significant investment and attention are being placed on Sustainable Recreation and focuses on:

- increase public lands experience in Eastern California,
- ecosystem health and fire resiliency,
- forest health and fuel reduction, and
- increase the resilience of National Forests and surrounding lands, including campground upgrades.

Opportunity for tourism-related merchandise: startup products around the outdoor industry, cool local swag, art, Native American crafts, etc.

Opportunity for resident-oriented retail: General merchandise, furniture, and clothes.

Significant internet buying.

Airport-inspired business opportunities (e.g. ground transportation and other ancillary business).

Opportunity in Construction, development, redevelopment, adaptive reuse industry sectors.

Recommendations:

Communicate what is already available. As discussed in the Culture section, locals and tourists need and want to know what is already available in communities. Highlight local products and services and where they can be found bringing attention to the retail stores carrying locally made products.

Bring in the “cool factor.” Entrepreneurs, students, and remote workers rarely respond to traditional events and marketing. Edgy, experimental content is the recommended path and there must be a willingness to try and fail.

Events should:

- Be intentional networking for organic connections
- Bring attention to cool stuff happening in the region
- Instigate and test nontraditional structures

Connect with Base industry companies for opportunities to grow businesses and sectors, which may result in:

- Navigators connect businesses to regional, state, and federal resources and opportunities (capital, technical assistance, contracts)



- Workforce development initiatives
- Events and meetups
- Success stories

Post Business opportunities. Expanding on what was discussed in the Human Capital section for existing businesses interested in selling, add brainstorming sections that are fueled with data to focus on business opportunities in:

- Resident retail and internet leakage
- Airport expansion
- Construction, Sustainable Recreation, and Environmental Services sectors
 - Could have a virtual “Planroom” that aggregates opportunities from regional projects - local public sector, Tribe, federal, nonprofit, etc.
 - For larger projects such as the Pace Accelerator, explore inviting interested individuals and firms to meet up to discuss the project and make connections
 - Explore matchmaking with larger regional firms to add capacity to local firms to bid on projects

Partner with Tribe for 4-unit strip:

- Have ideation exercise that may involve maker faire activity to tease out talent and interest
- Conduct intensive short program to ferret out feasibility
- Have finalists compete for a spot in Strip
- Provide ongoing incubation services for selected companies
- May consider 1 of 4 spaces as shared
- Have individuals not selected plugin with SBRC for ongoing support
- Work with Tribe to construct additional retail space



Business Plan ESSBRC

Vision: Grow Economy and Opportunities

The Eastern Sierra Small Business Resource Center (BRC) is a welcome center for the region's businesses and entrepreneurs. Its vision is to directly support business through access to knowledge and resources, networking, collaboration space, and enhancement of the region's entrepreneurship ecosystems. Inyo County's uniqueness is its strength. The BRC intends to capitalize on those qualities, through initiatives and special projects, to create economic prosperity for residents.

Goals & Objectives

Goal 1 – Improve opportunity for living wage employment in Inyo County and Eastern Sierra by developing new and existing businesses.

Goal 2 – Be a catalyst for augmentation of the region's entrepreneurship ecosystem.

Goal 3 – Establish a robust Navigator program and supplement existing Business Development Services to support entrepreneurs' desire for knowledge and access to resources.

Goal 4 – Celebrate the region's diversity and uniqueness through collaboration with the Tribes, Hispanic and Latinx communities.

Goal 5 – Advocate for all businesses and targeted market opportunities.

Goal 6 – Be an exemplary Partner, Collaborator, Leader and Instigator on behalf of the Small Business and Entrepreneurial Community.

Overall Strategy + BRC Core

The BRC will serve as Inyo County's Hub for business development, building regional collaborations, acting as advocate and catalyst, and providing direct services.



Regional Collaborations	Advocate and Catalyst	Direct Services
<ul style="list-style-type: none"> • Bring together local interested parties; municipalities, counties, Tribes, Chamber, businesses, Education, workforce, industry, federal and state offices etc. through strategic collaboration. • Cultivate relationships with resource providers beneficial to businesses and BRC. • Leverage resources to enhance services to locals - SBDC, Microloans, PTAC, Investors, etc. 	<ul style="list-style-type: none"> • Communicate and celebrate areas success stories and entrepreneurial trials. • Create consistent and visible presence. • Tackle initiatives to enhance the entrepreneurial ecosystem. • Launch initiatives to grow economic sectors. • Participate in special projects that positively impact the region's economy. • Create formal partnerships with the Tribe and Mexican Consulate 	<ul style="list-style-type: none"> • Navigator Program • Events & Meetups • Business Development Services

Funnel Strategy

In order to realize the vision and goals of the BRC, one of the most effective strategies is to focus on creating a robust and healthy funnel of entrepreneurs. The funnel strategy in building entrepreneurial ecosystems is a well-accepted method to build culture and economic development results over time.

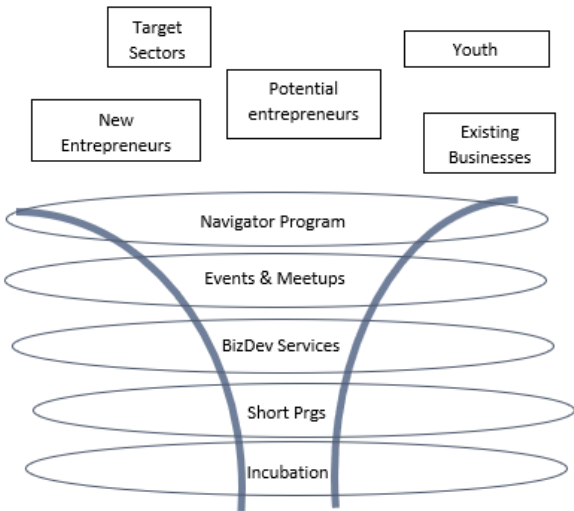
The funnel strategy focuses on developing a suite of resources and programs that:

- ❖ Inspires and introduces community members to innovation & entrepreneurship
- ❖ Attracts entrepreneurial individuals to the Business Resource Center and retains their engagement
- ❖ Builds a culture driven by the region's entrepreneurs

The BRC should attract a wide variety of individuals committed to the success of the region's entrepreneurs, including educators, community builders, investors, and more. The funnel itself focuses on how to attract entrepreneurs and support them along their journey, ultimately to business success and positive economic growth outcomes.

Ultimately, the funnel should provide programs to inspire, ideate, support and grow entrepreneurial ventures, from non-existent to idea to seed to growth stage ventures. A typical funnel might be comprised of the following programs:





Just like a sales funnel, the strategy is to bring aligned “leads” into the funnel and nourish them along their journey (with community, programs and resources). A successful funnel creates community driven by its members, and results in successful business launches and growth over time.

It often takes years to see robust results from programs launched to support entrepreneurs. By nature, entrepreneurship is risky business. However, employing a funnel strategy ensures that the programs bring enough people in to:

1. build a robust, self-sustaining community and
2. create business launches and success stories

This proposed plan for the Business Resource Center leans heavily on the funnel strategy and references it often.

Navigator Program

Small businesses and entrepreneurs struggle to find access to knowledge and resources in a digestible and timely manner. As mentioned previously, people are at the center of a thriving ecosystem and Navigators are also people. They provide directions and suggestions along the way which unblock the flow for entrepreneurs into the funnel creating unimpeded onramps to the ecosystem. The Navigator program will:

- ❖ Identify Frontline Navigators
- ❖ Train Navigators
- ❖ Compile knowledge and resources for support
- ❖ Track effectiveness and improve
- ❖ Remain current and visible

Key partners for this effort include the Frontline Navigators, regional, state and federal resources (private, public and nonprofit). The Frontline Navigators represent the portal or frontline. These are the people, organizations



and agencies that entrepreneurs and small businesses approach for knowledge and access to resources. Although communities differ, the common local first points of contact include: Chambers of Commerce, City and County governments (planning, zoning, business license, economic development), Banks, Accountants, Attorneys, Higher education, Workforce centers, Tribal economic development, Small Business Development Centers, Entrepreneurship support platforms, Coworking spaces, Incubators, Accelerators, etc.

The BRC will act as the lead to convene and support the Navigator program. Initial convenings of Frontline Navigators will inventory the knowledge and resources needed to support the ecosystem. The BRC can then focus on establishing tools for the Frontline Navigators such as contact lists, resource lists, descriptions and establish processes to disseminate information. Both entrepreneurs' needs and Community resources continually evolve, and the Navigator program culture and systems should embrace this dynamic foundation.

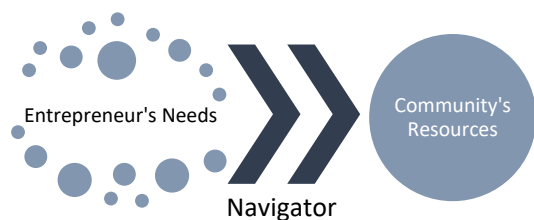
Entrepreneurs are the innovators, the creators, and the doers of a community. In a symbiotic relationship, an entrepreneur's vision and determination can help shape a community, and an entrepreneur's success can be a vitality indicator of the community's entrepreneurial ecosystem. As for rural communities, this relationship between entrepreneurs and their communities needs to be even stronger to overcome the shortfalls in resources, talents, and accessible information they experience in comparison to urban communities. The Kaufmann Foundation, the premier think tank on entrepreneurship and communities, describes the necessary elements of an ecosystem in the following manner.

"A thriving ecosystem includes these key elements:

- **Entrepreneurs** who aspire to start and grow new businesses, and the people who support entrepreneurs.
- **Talent** that can help companies grow.
- People and institutions with **knowledge and resources** to help entrepreneurs.
- Individuals and institutions that serve as **champions and conveners** of entrepreneurs and the ecosystem.
- **Onramps** (or access points) to the ecosystem so that anyone and everyone can participate.
- **Intersections** that facilitate the interaction of people, ideas, and resources.
- **Stories** that people tell about themselves and their ecosystem.
- **Culture** that is rich in social capital – collaboration, cooperation, trust, reciprocity, and a focus on the common good – makes the ecosystem come alive by connecting all the elements together."²

² Entrepreneurial Ecosystem Building Playbook 3.0, Ewing Marion Kauffman Foundation, 2019, <https://www.kauffman.org/ecosystem-playbook-draft-3/ecosystems/>.





Vibrant and healthy entrepreneurial ecosystems include key elements such as culture, success stories, applicable resources, funding opportunities, but most importantly, navigators. Navigators are the bridge between communities and their entrepreneurs.

Communities have long understood the challenge of information flow and use a variety of strategies to address this problem. Common tools include comprehensive websites and State supported hotlines. Where these efforts fall short is generally in the digestibility, completeness and accuracy of information. The Small Business Administration recently established the Community Navigator Program (2-year program) and awarded 1-5M to 51 grantees to deploy the model, “The program, established by the American Rescue Plan Act of 2021, will use a community navigator approach to help small businesses, with a focus on those owned by veterans, women, and socially and economically disadvantaged individuals - including in rural and urban communities. The program is comprised of a lead “Hub” at the center of a network of “Spoke” organizations that deploy community advocates to work with small businesses during economic recovery.”³ The SBA Pilot program will yield valuable learning and impact.

Establishing a robust, local program with a long-term commitment to learn and evolve will help ensure the BRC’s success. Ultimately, the program’s effectiveness is measured by the experience of entrepreneurs and the evolution of the ecosystem.

Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long Term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Identify Frontline Navigators												
Convene												
Build support resources												
Promotion												
Measure effectiveness												
Continuous Improvement												

³ Community Navigator Pilot Program Frequently Asked Questions 10/28/21, U.S. Small Business Administration, <https://www.sba.gov/document/support-frequently-asked-questions-about-community-navigator-pilot-program>



Key Performance Indicators and Outcomes

		2022	2023	2024	2025	2026	Long Term Annual
KPIs							
Navigator Program	Frontline Navigators Trained						
	Resources compiled						
	Online portal established						
	System for updates established						
	Utilization measured						
	Client satisfaction measured						
Outcomes							
Navigator Program	# of Navigators	6-8	9-12	13-15	>15	>15	>15
	# of connections and referrals	~20	~100	~150	~200	~200	~200
	Client satisfaction ratings	65%	75%	85%	>90%	>90%	>90%

Events and Meetups

Events and Meetups are much what they sound like. They can take many forms, but in essence, they are a place for people to gather, meet new people, be inspired, and create culture organically. Events and Meetups are crucial to the top of the funnel, and therefore the funnel strategy as a whole. This is how communities attract new members, grow, and build an ecosystem capable of sustaining itself.

Events and Meetups should be targeted to a wide audience. Individuals in that audience can include aspiring and established entrepreneurs, technologists, support industries (legal, accounting, etc.), educators, community builders, investors, and more. The defining characteristic of those groups is that they are all interested in supporting the success and growth of the entrepreneurial ecosystem. Key partners will include other local organizations like local co-working spaces, the SBDC, the Chamber of Commerce, and Cerro Coso Community College.

The resources required for running events and meetups are straightforward and include:

- An organizer (or team)
- A marketing plan & budget
- Physical space, and sometimes food and drink (especially delicious local treats!)
- Prize money to pitch competitions.

The types of events and meetups that we recommend hosting include:



Networking Events	Targeted Meetups	Competitions or Pitch Events
<ul style="list-style-type: none"> • Audience: wide audience of all the archetypes that make up an entrepreneurial ecosystem. Including entrepreneurs, inventors, investors, service providers, educators and community builders. • Strategy: Attract entrepreneurial individuals to the BRC, build a culture of innovation and interaction. • How to: <ul style="list-style-type: none"> • Plan exciting speakers, events and activities that appeal to your target audience. • Market events to the wider community. • Build in plenty of time for facilitated mingling and interaction. • Provide clear ways to engage with the BRC. 	<ul style="list-style-type: none"> • Audience: a targeted group of people interested in a subject matter area or particular industry. These individuals can be actively involved in said subject, in a support role, or just curious. • Strategy: Reach out into a segment of interest in the region. (space exploration? sustainable recreation?) Attract individuals that aren't typically attracted to "entrepreneurship" but would be rich additives to the ecosystem. • How to: <ul style="list-style-type: none"> • Bring in leaders in the selected space as speakers, or informal meet and greets • Weave in themes of innovation & entrepreneurship among the larger theme. • Encourage interaction between guests and BRC members. 	<ul style="list-style-type: none"> • Audience: engaged members of the entrepreneurial community, many early in their journey. Also, members of the wider ecosystem interested in learning about and supporting the new entrants into the community. • Strategy: Engage entrepreneurs and inspire competition with the end goal of helping everyone move their ideas and businesses forward. • How to: <ul style="list-style-type: none"> • Pitch events provide an opportunity for fledgling entrepreneurs to get their feet wet, practice sharing their story and interacting, and introduce them to the larger community. • Market to innovators & entrepreneurs. Run workshops and consulting sessions to help them prepare and bring them into the BRC. • Host a big event and give prize money!

Examples of Events & Meetups in other communities:

- Examples of Networking Events:
 - Cal Poly Center for Innovation & Entrepreneurship Forums
 - Example of networking event
 - <https://www.youtube.com/watch?v=U435iujD4IE>
 - <https://cie.calpoly.edu/event/may-forum-2022/>
 - Sacramento's Startup Happy Hour:
 - <https://startupsac.com/startupsac-happy-hour/>
- Example of a Targeted Meetup
 - Cal Poly MedTech Speaker Series
 - <https://cie.calpoly.edu/medtech-speaker-series/>
 - <https://youtu.be/i7U2hoGm94g>
 - <https://youtu.be/5NvnGG5AiU0>
- Example of a pitch events
 - Cal Poly Elevator Pitch Competition
 - <https://cie.calpoly.edu/prepare/elevator-pitch-competition/>
 - Sac State Spark Pitch Event
 - <https://www.csus.edu/center/carlsen/center-spotlights/spark-venture-competition.html>



Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long Term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Events and Meetups	Networking Events											
	Targeted Meetups											
	Competitions and Pitch Events											

Key Performance Indicators and Outcomes

KPIs		2022	2023	2024	2025	2026	Long Term Annual
Events & Meetups	Networking Events Held						
	Partner organizations or businesses engaged						
	Competition Prize Money Established						
	Long term event sponsors established						
	Targeted industries established						
Outcomes							
Events & Meetups	# of Events	3-6	7-12	13-15	>15	>15	>15
	# of Attendees	~20	~100	~150	~200	~200	~200
	Partner organizations or businesses engaged	2-4	6-8	8-10	>10	>10	>10

Business Development Services

Business Development Services are an incredibly important piece of the overall strategy in launching a successful BRC. These services can vary widely, but all are in place to teach entrepreneurs basic business skills and support the growth of their businesses, often in a targeted or one-to-one manner. In context of the funnel strategy, these services and programs are key in helping the entrepreneurs that make it into your funnel learn, grow and continue to build their businesses.

The audience for these programs is primarily entrepreneurs, from the beginning to later stages of launching their businesses. This is part of the core value of the Business Resource Center and what will ultimately keep entrepreneurs engaged and coming back to be a part of the community. The Small Business Development Center will be critical partner in providing worthwhile services. A robust mentorship network will also be crucial.

The resources required for these services include:

- SBDC expansion
- BRC staffing to:
 - manage programs
 - build & manage mentorship network
 - aggregate opportunities



The types of business development services that will be crucial to the Business Resource Center include:

Financial Readiness Training	Business Basics Workshops	SBDC Consulting Services
<ul style="list-style-type: none"> • FRT includes Training and 1-1 support to entrepreneurs and small businesses to assist in: <ul style="list-style-type: none"> • Preparation of realistic financial projections, • Educate on types of funding, pros and cons of various options, and • Financial management • Audience: Idea stage to startup and existing business owners. • Strategy: Ensure that new businesses in the region have the knowledge and tools for financial success. • How to: <ul style="list-style-type: none"> • Host workshops • One on one training (via SBDC) • Partnerships with local banking institutions. 	<ul style="list-style-type: none"> • Business Basics Workshops cover common topics that most new or small business owners face. • Audience: Idea stage to startup and existing business owners. • Strategy: Provides learning opportunities via information presentation from experts AND peer to peer learning with the audience sharing their experiences and strategies • How to: <ul style="list-style-type: none"> • Host small group workshops 	<ul style="list-style-type: none"> • In partnership with the SBDC, the BRC can provide one on one consulting and assistance on an ad hoc basis. • Audience: Startup and existing business owners. • Strategy: Provide direct, personalized assistance for the businesses in the community. • How to: <ul style="list-style-type: none"> • engage with startups and existing businesses that are beyond the idea stage. • engage with the SBDC to create a client relationship with the business owners • SBDC consultants work one on one with businesses to support in the areas they need it the most.

Examples of Business Development Services in other communities:

- Financial Readiness Training
 - SLO SBDC's QuickBooks 101 Workshop
 - (scroll down) <https://sbdc.calpoly.edu/workshopsandwebinars/>
 - <https://www.youtube.com/watch?v=SD-v-LJfIKQ>
- Business Basics Workshops:
 - SLO SBDC Coffee & Conversation
 - <https://sbdc.calpoly.edu/coffee-conversation/>
 - <https://sbdc.calpoly.edu/event/coffee-and-conversation-12/>
 - Sac State's Virtual Entrepreneurship Toolkit Series
 - <https://www.csus.edu/center/carlsen/build-with-carlsen-center/virtual-toolkit-series.html>
- SBDC Consulting Services:
 - <https://sbdc.calpoly.edu/>
 - <https://sbdc.calpoly.edu/consulting/>



Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long Term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Business Development Services	Financial Readiness Training											
	Business Basics Workshops											
	SBDC Consulting Services											

Key Performance Indicators and Outcomes

KPIs	2022	2023	2024	2025	2026	Long Term Annual
	Business Development Resources					
Financial Trainers Engaged						
Local Speakers Engaged						
SBDC Services fully established						
Mentor network established						
Client satisfaction measured						
Outcomes						
Business Development Resources						
# of coaching sessions	baseline SBDC +15%	baseline + 20%	baseline + 30%	baseline + 30%	baseline + 30%	baseline + 30%
# of connections and referrals	~20	~100	~150	~200	~200	~200
Client satisfaction ratings	65%	75%	85%	>90%	>90%	>90%

Initiatives and Special Projects

Beyond the core functions of the BRC, initiatives and special projects will be pursued based on priority, opportunity and capacity. Priority refers to the importance to the health of the ecosystem in providing a fertile ground for company launch and growth. Opportunity refers to the likelihood of success based on many factors including potential funding, the interest of partners, complexity, etc. Capacity refers to the capacity of the BRC, which is to be determined (TBD) at this point until resources are identified. Several initiatives and special projects surfaced during the study. They are evaluated here based on these key considerations.

Capital Resource Development initiative

Priority: High

Opportunity: Medium to low short-term; Medium to High long-term

Capacity: TBD

Capital is the lifeblood of small business. Access to a variety of capital instruments from microloans to traditional banking instruments to investment capital all serve to fuel companies at various stages of their lifecycle. Rural areas have a special challenge presenting the necessary financing choices within their ecosystems. For that reason, it is important to cultivate relationships with regional providers and look for opportunities to build or enhance offerings locally. The BRC will serve in the role of connector to regional



resources and advance knowledge of the breadth and utility of resources available for Inyo County businesses. For entrepreneurs and small business this means access to the right capital at the right time with the right conditions. The foundation of this effort is to make available financial readiness preparation which is a core component of the BRC Core Business Development Services. Fostering relationships with regional providers is a BRC Core Regional Hub function. Capital Resource Development as a BRC initiative will initially focus on cultivating the local investment community and microloan fund.

Development of Angel Network

Inyo and Mono County are home to many high net worth individuals both as fulltime and part-time residents. “Resort rural” communities have a special chance to engage successful professionals, entrepreneurs and high net worth families who come to the area to enjoy the natural beauty and recreation opportunities in the entrepreneurship ecosystem. These individuals generally have experience in larger markets and are familiar with investment activities and structures, pitch events and mentoring. They enjoy the opportunity to get involved in their communities, meet people with similar interests and backgrounds, and be involved with building the local ecosystem. They also have invaluable networks that can provide benefit to the region’s entrepreneurs. The Angel Capital Association describes the value of Angels to the entrepreneurship ecosystem in several ways:

Economic factors:

- “Prolific: Angel investors support up to 90% of outside equity raised by startups (after friends and family)
- High Impact: estimated \$25B in 70,000 companies each year
- Jobs: Over a 25-year period, firms younger than five years accounted for all the net new jobs in the U.S.
- Economic growth: Research shows that the largest growth comes from high-growth, innovative startups, the kind angels fund

Entrepreneurs Count on Angels for:

- Business mentoring, monitoring and guidance
- Critical connections for customers, additional funders and acquirers
- Beyond funding, exit experience and strategies⁴

Angel Networks start with a core group of interested individuals gathering to look at deals. There are Angel Networks operating in nearby communities – Fresno, Bakersfield, Sacramento and the Tahoe region. An initial meeting will be held with a group assembled by local businessperson and philanthropist Sam Walker with representatives from Regional Angel Groups to provide insights into their lessons learned and explore collaboration. If the group decides to move forward decisions on process will be made. Possible options include:

- BRC can assist with vetting regional “deals” to bring forward to the Inyo/Mono group in a private pitch event
- Group can set up intake and regular vetting process including social pitch events
- BRC and the SBDC can host an AngelCon event – provides deal structure and due diligence training for investors as well as cultivates entrepreneurs for presentation
- Group can partner with SBDC and BRC for regional Capital Conference to include a pitch event and entrepreneurs training in investment preparedness

⁴ <https://www.angelcapitalassociation.org/about-aca/>



- Group can co-sponsor idea stage competitions
- Group can co-invest with other regional Angel groups
- Group can establish an investment and/or microloan fund
- Group can engage with Angel Capital Network for support

Investment capital is a part of the “capital stack” critical for entrepreneurs of a certain type or industry and stage of growth. Also known as risk capital, availability of an organized local group of investors will fuel company start and growth and greatly strengthen the entrepreneurship ecosystem.

Examples:

- San Luis Obispo started the Cal Poly Center for Innovation and Entrepreneurship (CIE) and the Small Business Development Center (SBDC) in 2010-11. These efforts served to organize and ignite the entrepreneurial ecosystem. Angel investors lived in and visited the area but were not organized until these efforts were spawned. Shortly after CIE and SBDC started, SLO Seeds was formed as an Angel Group. SLO Seeds has been an active group since that time. The addition of AngelCon (<https://sbdc.calpoly.edu/angelcon/>) within the past five years has further amplified the options for entrepreneurs.
- Telluride, Co is home to many high net worth individuals whose value as mentors and investors lead to the start of the Telluride Venture Accelerator (TVA) in 2012. TVA was formed to activate the regional ecosystem and served as a vetting tool for local investors. Concurrently, several investors and the Telluride foundation formed the Telluride Venture Fund (<https://tellurideventurefund.com/>). TVF funds TVA companies, regional companies and those outside the area in industry sectors consistent with the partners experience and interest, for example, the outdoor industry. TVF created a microloan fund and supports other capital formation activities in the region.

Angel Network Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long-term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Initial Meeting												
Pitch event												
Competitions for idea stage												
Establish intake, vetting process and regular meetings												
Annual Capital Conference/AngelCon event												
Regional fund												



Microloan Fund

Microloans and microfinance have its history in developing countries and was used as a tool to help alleviate poverty through entrepreneurship. Overtime and especially in the US microloans have become a vital element to the capital stack. Generally, they are small amounts <50k, with flexible terms – often payments deferred for an initial period, low interest rates, and relaxed collateral requirements. Microloan programs are offered through CDFIs and similar nonprofit lending institutions and economic and community development orientated nonprofit organizations. The federal government has seed funds available to support Microloan programs through USDA, EDA, SBA and CDBG (Dept of Commerce). Seed funds are also available through private donors, foundations and in some cases state legislatures. Microloans can be open to all types of businesses and individuals or utilized to target specific groups or industries.

Regional and statewide CDFIs include Inyo County in their geography for Microloan products, however there does not appear to be activity or awareness among the small business community. As a first step, the BRC will cultivate relationships with existing providers (part of BRC Core activities) and attempt to fill the gap. Overtime any gaps and opportunities will become evident and the BRC may elect to establish a regional fund. This fund is initially recommended to provide small loans 10-50k (may go higher based on discovery) and be a generalized fund to support business launch and growth. The region the BRC will serve is small in population and pursuing any federal funds to seed this effort is not advised at first. Starting with a privately funded PRI (program related investment) with Foundation, Corporate or individual funding is advised. As demand develops, federal seed funds may be sought.

Microloan Fund Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long-term	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4					
Capital Resource Development - Microloan fund	Activate relationship with current providers of Microloans												
	Establish PRI funded regional Microloan program												

Doubling down on filling out the capital stack is paramount to the condition of the ecosystem. Angel or investment capital and Microlending are two key components the BRC can impact.



Key Performance Indicators and Outcomes

	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Capital Resource Development	Group formalized with regular meetings, intake and due diligence						
	Private and public pitch events are held						
	Investments made						
	Regional Fund established						
	Existing Microloan providers active in community						
	Regional Microloan program established						
Capital Resource Development	Outcomes						
	#investor meetings w/businesses	1-10	11-20	21-30	>30	>30	>30
	\$ Investments made	50,000	100,000	200,000	>200,000	>200,000	>300,000+
	#connections to existing microloan providers	1-10	11-20	21-30	>30	>30	>30
	\$ Microloans existing and new fund	25,000	50,000	150,000	>150,000	>150,000	>150,000

Focus Industries initiative

Priority: Medium to start because of capacity; High long-term

Opportunity: High

Capacity: TBD

Public and private investment to slow Climate change and mitigate anticipated or realized impacts is exploding. Projects and dollars are flowing in from all sectors – public, corporate, foundations and individuals. Alex Daniels of The Chronicle of Philanthropy recently reported in connection with the UN meeting in Glasgow on Climate change that Foundation investment in climate change related investments is soaring. Investment focuses include; securing land rights and conserving forest land, food-system transformation and landscape-restoration, entrepreneurs working on technologies to remove or reduce carbon emissions, reducing methane emissions and to develop renewable energy.⁵

Inyo and Mono counties are seeing this investment trend and are poised to attract more. The Focus Industries initiative intends to maximize the long-term impact of these dollars flowing into the community through encouraging company formation and increasing capacity of existing companies to win contracts. Several industry types are candidates for growth within this initiative and include; environmental planning and services, construction and sustainable recreation. The initiative can be launched through the following actions and resources;

- Information, Communication, Networking and Collaboration – The BRC will serve as an aggregator and promoter of regional opportunities including;
 - Establishment of Advisory Committee for the effort to include relevant federal and state agency representatives, Municipalities, County governments, ESCOG, SBC, private sector representatives.

⁵ <https://apnews.com/article/climate-technology-business-united-nations-philanthropy-1bd5462022f094472f61cef51adab3b9>



- Central Repository or “planroom” - a “library” where businesses can view bidding documents for projects seeking project proposals or bids.
- Networking events for people interested in opportunities for jobs, partnerships or bidding.
- Promote and support convenings and meetups for Industry groups.
- Technical Assistance – partnering with the Procurement Technical Assistance Center (PTAC), <https://www.norcalptac.org/>, SBDC and Cerro Coso Community College to provide training in regulatory and business areas such as NEPA, Bid proposals, costing, management of federal and state contracts, etc.
- Advocacy – Along with the Advisory Committee, advocate for the region’s relevance and capacity to be a think tank for innovative practices.
- Specialized Platforms – Bootcamps and Accelerators to attract, fund and build companies in the sector.

Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long Term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Establish Advisory Committee												
Advocacy												
Technical Assistance												
Industry meet-ups and convenings												
Bootcamps and Accelerators												



Key Performance Indicators and Outcomes

	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Focus industries	Advisory Committee formed						
	Central Repository created						
	Industry meetups and convenings held						
	Robust technical assistance resources available						
	Bootcamps and Accelerators offered						
	Outcomes						
Focus Industries	# jobs increase in focus areas	6-8	9-12	13-15	>15	>15	>15
	# of connections and referrals	~10	~15	~20	>20	>20	>20
	# companies increase in focus areas	1	2	2	2	2	2
	Increased sales in focus industry over base year	10%	20%	30%	40%	50%	10%/year over 2026

Native American initiative

Priority: High
Opportunity: High
Capacity: BRC and Tribe TBD

The initiative recognizes the opportunity to work with the Tribes to bolster entrepreneurship. Inyo County has a concentration of Native American population and an opening to forge a unique partnership to accomplish Tribal and regional economic goals. The plan described in this section should be regarded as a proposal to be discussed and adapted in partnership with the Bishop Paiute Tribe (“The Tribe”).

Population by Race/Ethnicity, Inyo County

Race/Ethnicity	2010	2016	Percent of Total in 2016		2010 to 2016 7-year Change	
			County	California	County	California
White alone	12,442	11,733	64.0%	38.4%	-5.7%	-1.8%
Hispanic or Latino	3,310	3,867	21.1%	38.6%	16.8%	10.8%
American Indian alone	1,855	1,969	10.7%	0.4%	6.1%	-11.0%
Black or African American alone	176	179	1.0%	5.6%	1.7%	-0.3%
Asian alone	255	222	1.2%	13.7%	-12.9%	12.7%
Native Hawaiian and Pacific Islander	0	34	0.2%	0.4%	0.0%	5.7%
Other/Multiple	267	322	1.8%	3.1%	20.6%	53.5%

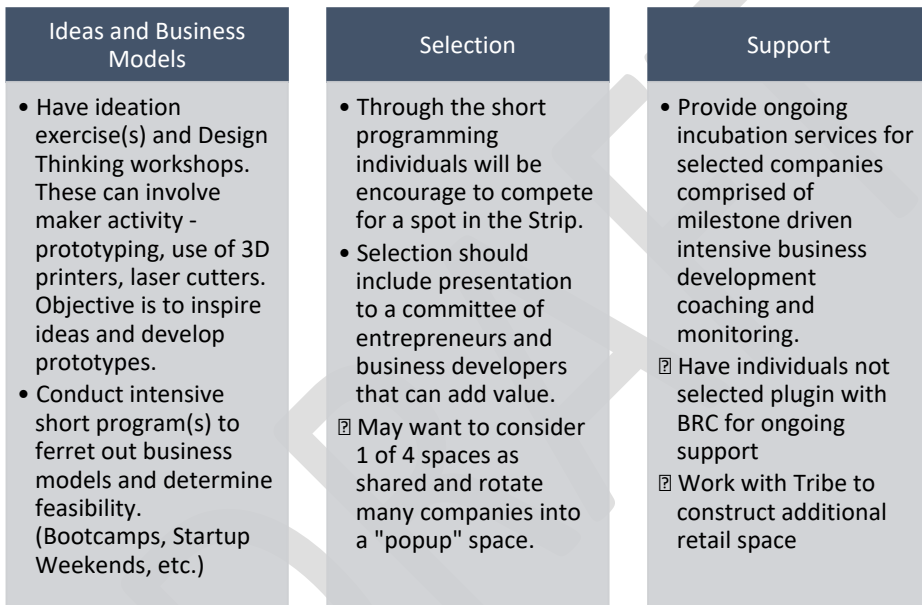
Source: U.S. Census Bureau, ACS 5-Year Estimates

Source Credit: The Center for Economic Development at CSU, Chico and the Rural County Representatives of California



The Tribe has recently completed construction of a new gas station and convenience store on the 395 Corridor and plans to build a 4-unit commercial strip. These units are designated for Tribal businesses and the BRC can play an important role in working with the Tribe to inspire members to develop their ideas, business plans and establish a vetting system to choose then support new companies.

Starting with ideation exercises in both the High School and community, then applying the funnel strategy, the Tribe and BRC can arrive on 4 quality business opportunities to local in the commercial strip. The events and programs can be open to people outside the Tribe which provides a double benefit to the community, builds critical mass for the programs and provides networking for team formation, mentoring and collaboration. The elements in the funnel strategy recommended include:



This same model can be replicated for other competitions the Partners (Tribe and BRC) may want to consider, addition of new space and/or considering the 4 unit space as an Incubator model with a Graduation component where successful companies "graduate" out into other space leaving room for the next crop of entrepreneurs.



Activities Timeline

Key Activities	2022				2023				2024	2025	2026	Long-term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Native American	Ideation and Design Thinking activities											
	Business Model short programs											
	Competition/Selection											
	Incubation											
	Additional Space and/or competitions											

Key Performance Indicators and Outcomes

KPIs	2022	2023	2024	2025	2026	Long Term Annual
Native American	Ideation and Design Thinking workshops conducted					
	Business model short programs conducted					
	4 Businesses selected (could be greater if shared space offered)					
	Incubation services provided					
	More competitions are held					
Outcomes						
Native American	#participants in DT and Ideation workshops	30	40	50	>50	>50
	#participants in short programs	10	15	20	>20	>20
	#NA business starts		4	4	4	4
	#jobs created		6	8	>8	>8

Special projects

The BRC can participate in or spearhead special projects that fit into the mission from time to time as capacity permits. Two projects discussed during the Study were an Internship and Apprenticeship program and the Bishop Airport expansion.

Internship & Apprenticeship Program

Discussions regarding the preference and need to grow your own workforce led to an interest in creating an Internship and Apprenticeship project. The participants would be both youth and adults looking to start or change career paths and would also apply to succession planning, which is an escalating challenge for the region. The key partners on the project are; Job Spot; Cerro Coso Community College, Inyo County Office of Education Adult Ed program, School Districts and the Tribe. The project would differ from corporate and government programs by giving participants an opportunity to gain experience with startup and growth companies, focus industries and companies looking to transition ownership. In turn, employers can test out the fit of a potential hire. This is especially important when the employee pool is limited, and employers are looking



to hire based more on personal traits rather than experience. While an important project, the BRC may not be the right fit to lead it, potentially acting as an intermediary with companies it is actively working with.

Bishop Airport expansion

Expansion of the Bishop airport to accommodate commercial air service for the region and replace the Mammoth Airport for flights with seat guarantees is a clear opening for economic growth in Inyo County. United Airlines relocated in fall of '21, temporary structures are being erected for passenger accommodation and transportation companies and new terminal is slated for 2026. The BRC can work with the County Airport authority and the SBDC to identify and communicate business opportunities while cultivating locals to respond.

Economics

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Activities Timeline

The Activities Timeline compilation shows activity starting in Q1 2022 prior to completion of the building;

- Begin to identify the Frontline Navigators
- Start talking about the BRC with introductory Meetup
- Start cultivating relationships with Resource providers
- Capture information needs from Frontline Navigators and information on resources
- Hold SBDC Trainings

Staff is expected to be hired at mid-year and activities ramp up at that point with full staff in place at the beginning of 2023 with the anticipation of CERF funding.

Key Activities	2022				2023				2024	2025	2026	Long Term
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Navigator	Identify Frontline Navigators											
	Convene											
	Build support resources											
	Promotion											
	Measure effectiveness											
	Continuous Improvement											
Events and Meetups	Networking Events											
	Targeted Meetups											
	Competitions and Pitch Events											
Business Development Services	Financial Readiness Training											
	Business Basics Workshops											
	SBDC Consulting Services											
Capital Resource Development - Angel Network	Initial Meeting											
	Pitch event											
	Competitions for idea stage											
	Establish intake, vetting process and regular meetings											
	Annual Capital Conference/AngelCon event											
	Regional fund											
Capital Resource Development - Microloan fund	Activate relationship with current providers of Microloans											
	Establish PRI funded regional Microloan program											
Focus Industries	Establish Advisory Committee											
	Advocacy											
	Technical Assistance											
	Industry meet-ups and convenings											
	Bootcamps and Accelerators											
Native American	Ideation and Design Thinking activities											
	Business Model short programs											
	Competition/Selection											
	Incubation											
	Additional Space and/or competitions											



KPIs and outcome measurements

Key Performance Indicators and outcome measures have been estimated for the BRC Core activities and Initiatives. They are 5-year and long-term estimates. The outcome measures are based on experience of other startup BRC similar efforts. It will be important to modify, adjust, monitor and track these outcomes to suit the needs of the Community, Governing body and Funders.

	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Navigator Program	Frontline Navigators Trained						
	Resources compiled						
	Online portal established						
	System for updates established						
	Utilization measured						
	Client satisfaction measured						
	Outcomes						
Navigator Program	# of Navigators	6-8	9-12	13-15	>15	>15	>15
	# of connections and referrals	~20	~100	~150	~200	~200	~200
	Client satisfaction ratings	65%	75%	85%	>90%	>90%	>90%
	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Events & Meetups	Networking Events Held						
	businesses engaged						
	Competition Prize Money Established						
	Long term event sponsors established						
	Targeted industries established						
		Outcomes					
Events & Meetups	# of Events	6-8	9-12	13-15	>15	>15	>15
	# of Attendees	~20	~100	~150	~200	~200	~200
	Partner organizations or businesses engaged	2-4	6-8	8-10	>10	>10	>10
	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Business Development Resources	Financial Trainers Engaged						
	Local Speakers Engaged						
	SBDC Services fully established						
	Mentor network established						
	Client satisfaction measured						
		Outcomes					
Business Development Resources	# of coaching sessions	baseline SBDC +15%	baseline + 20%	baseline + 30%	baseline + 30%	baseline + 30%	baseline + 30%
	# of connections and referrals	~20	~100	~150	~200	~200	~200
	Client satisfaction ratings	65%	75%	85%	>90%	>90%	>90%
	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Capital Resource Development	Group formalized with regular meetings, intake and due diligence						
	Private and public pitch events are held						
	Investments made						
	Regional Fund established						
	Existing Microloan providers active in community						
	Regional Microloan program established						
	Outcomes						
Capital Resource Development	#investor meetings w/businesses	1-10	11-20	21-30	>30	>30	>30
	\$ Investments made	50,000	100,000	200,000	>200,000	>200,000	~300,000+
	#connections to existing microloan providers	1-10	11-20	21-30	>30	>30	>30
	\$ Microloans existing and new fund	25,000	50,000	150,000	>150,000	>150,000	>150,000



	KPIs	2022	2023	2024	2025	2026	Long Term Annual
Focus Industries	Advisory Committee formed						
	Central Repository created						
	Industry meetups and convenings held						
	Robust technical assistance resources available						
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Staffing

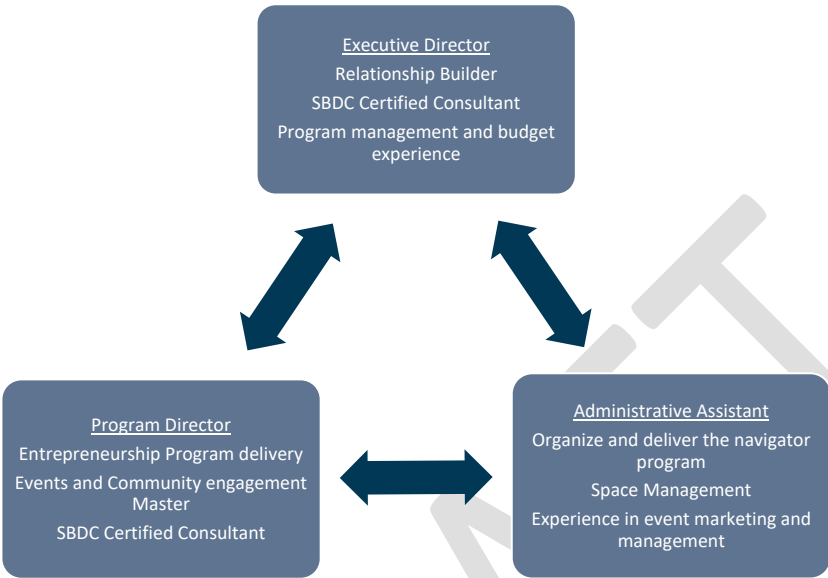
It is assumed the staff will be employed by the county through the first 1.5 years until 2023 in anticipation of CERF funding availability. There will be three fulltime staff at the BRC at capacity. The Executive Director and Administrative Assistant will be hired at mid-year 2022, the Program Director in 2023.

The Executive Director (ED) as the lead for the organization will be Chief Relationship Builder focusing on building relationships with the existing business community, startup community, community at large, Cerro Coso Community College, The Tribe, School Districts, Focus Industries regionally and beyond, local, regional, state and federal governments and organizations, etc. It is critical that this leader is authentic and passionate and is driven to instigate the entrepreneurship ecosystem with the long view to positively impact the region's economy and improve citizens' standard of living. The ED must embrace Diversity, Equity and Inclusion (DEI) principles and practice a leadership style of collaboration and empowerment.

The Program Director is the Chief of Delivery. It is their role to offer fun and exciting events that engage the broader community as well as high intensity business development programming. They should exemplify creativity and courageous risk taking - an out of the box thinker. At the same time, the PD needs to deliver reliability and consistency within budgets.

The Administrative Assistant in Chief of Organization, managing expectations for the BRC users and embody principles of Customer Service. They will manage the space and all that goes on there, and with the PM manage social media and promotions.





Financial Plan

Income for the BRC includes;

- Rental of dedicated desk and drop-in memberships for Partner organizations and is priced similar to Bishop Coworking. Regional resource partners should be encouraged to obtain memberships to support the BRC and provide them with a space to operate and network from in Bishop.
- Sponsorships for events and operations
- Government support including Inyo County support of building and SBDC support of some staffing. Funding will be pursued from USDA to cover 2022-23 deficit and CERF funding for 2024 and beyond.

Expenses for the BRC include;

- Staffing – 3 positions
- Professional services assume the County would cover accounting and insurance requirements through 2023. Beyond 2023 the budget assumes the BRC may operate independently and contract out accounting and be required to have an audit. Some legal fees are budgeted for legal entity establishment if required.
- Events assume 3 events in 2022 and 1 per month starting in 2023 and beyond
- IT assumes website development in 2022 and a revamp in 2024. Other expenses such as software, phone and IT support are contained in this category.



- Consumables assumes limited need for photocopying, postage and similar.
- Travel and Meetings recognizes the need to have facetime for the staff with regional, state and national connections and piers.
- Building Services contains the costs associated with the building much of which are undetermined at this time.

BRC 5-Year Financials

	2022	2023	2024	2025	2026
Income					
<i>Rental Income</i>	\$ 11,022	\$ 20,023	\$ 24,824	\$ 24,825	\$ 24,826
<i>Sponsorship Income</i>	\$ 5,000	\$ 13,000	\$ 13,000	\$ 13,000	\$ 13,000
<i>Government Grants and Contributions</i>	\$ 15,550	\$ 31,638	\$ 32,739	\$ 33,896	\$ 35,111
Total Income	\$ 31,572	\$ 64,661	\$ 70,563	\$ 71,721	\$ 72,937
Expenses					
<i>Staffing</i>	\$ 62,500	\$ 188,125	\$ 197,531	\$ 207,408	\$ 217,778
<i>Professional Services</i>	\$ 500	\$ -	\$ 15,700	\$ 10,700	\$ 10,700
<i>Events & Marketing</i>	\$ 2,700	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
<i>IT</i>	\$ 8,000	\$ 7,200	\$ 12,200	\$ 7,200	\$ 7,200
<i>Consumables</i>	\$ 900	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
<i>Travel & Meetings</i>	\$ 2,500	\$ 3,000	\$ 5,750	\$ 5,750	\$ 5,750
<i>Building Services*</i>	\$ 4,800	\$ 9,600	\$ 9,600	\$ 9,600	\$ 9,600
Total Expenses	\$ 81,900	\$ 213,325	\$ 246,181	\$ 246,058	\$ 256,428
<i>Income minus expenses</i>	\$ (50,328)	\$ (148,665)	\$ (175,618)	\$ (174,336)	\$ (183,491)

*Rent and maintenance not included

Plan for Long Term Expansion

The BRC will be fully staffed and operational in 2023. This plan laid out activities as part of the core function and initiatives. It should be expected that actual activities will sway, and pivot based on what the BRC discovers as it activates in the community as well as how the larger world changes. Being flexible and adaptive is key. For the BRC core long term looks much the same as the first 5-years, just better and experimental. For the initiatives it is expected that momentum will be gained and the BRC will be poised to go deeper and drive bigger impacts, described below.

Capital Resource Development consists of Angel Networks and Microloan. As the Angel Network forms and gains momentum it is possible that investors will consider establishing a Fund with priorities complimentary to the economic development goals of the region. The BRC may be very involved in the establishment and management of a Fund or just benefit from it. Shorter term, the BRC can choose to play an active role in vetting deals for the Angel group. There are benefits, challenges and implications to these levels of engagement which the BRC and the Angel group will consider as this initiative moves forward.



The Focus Industries initiative doubles down on the location of the BRC being the economic and governmental hub of the Eastern Sierra region. The investment in Climate change and continued impacts necessitates an explosion in innovation. For the first 5-years the BRC plan attempts to capture more of this activity for the economic benefit of the community. Long-term, the region can become a living think tank in this sector. The BRC should consider special focus Acceleration and follow-on Incubation programs to capture and nurture innovations and business opportunities.

The Native American initiative has the opportunity to be an exciting on-going robust program. The goals and resources of the 2 Partners – The Tribe and BRC, appear to be right in alignment. Starting with the 4-unit strip will allow the Partners to “date” and to test the markets interest in the proposed programming. If all goes well, this collaboration can lead to more startups and growth Native American companies, utilizing the funnel approach to nurture companies through into business incubation and successful graduation.

DRAFT



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January 6, 2022

Honorable Board of Supervisors
County of Inyo
Independence, Calif. 93526

Honorable Board Members:

In Accordance with Section and 26920 of the Government Code and your orders of February 5, 1950 and January 3, 1956, an actual count of money in the hands of the Treasurer was made on this date. The count showed the funds to be in balance, pending written verification of inactive accounts.

Very Truly Yours,

Amy Shepherd
Auditor-Controller

By: , Deputy
Rusty Huerta

STATEMENT

MONEY IN COUNTY TREASURY

FOR JULY TO SEPTEMBER 2021

STATE OF CALIFORNIA
COUNTY OF INYO

The undersigned, County Auditor, having counted the money in the County Treasury of said County, as required by Section 26920 of the Government Code, and being duly sworn on oath, makes the following report for the period ending December 27, 2021

Amount of money that should be in the treasury on December 27, 2021

is	\$167,702,818.75	
Receipts from 092921-122721	\$62,941,653.52	
(Less paid warrants) Amount actually therein is	(\$41,150,117.31)	
Active Balance		\$12,084,877.15
BANK DEP ON HAND		\$0.00
LAIF		\$49,500,000.00
UBS MONEY MARKET		\$3,500,000.00
LOCAL AGENCY DEBT		\$563,625.70
FEDERAL AGENCIES		\$94,000,000.00
FA-TREASURY NOTES/BONDS		\$0.00
COMMERICAL PAPERS		\$12,989,179.45
CORPORATE OBLIGATION		\$0.00
CD		\$7,937,000.00
US BANK MONEY MARKET		\$7,724,003.25
CHECKS		
CURRENCY		\$574.00
SILVER		\$19.38
	189,494,354.96	\$188,299,278.93

Difference:

9/28/21 REMOTE DEPOSIT IN TRANSIT	(\$384,222.45)
12/27/21 REMOTE DEPOSIT IN TRANSIT	\$1,475,494.88
12/27/21 ED#9703: POOLED DP TXFR-CK#2086	\$941.25
12/27/21 VAULT DEPOSIT IN TRANSIT	\$103,800.00
12/27/21 CUSIP:31846V567-SETTLEMENT	(\$937.65)

DIFFERENCE TOTALS	\$1,195,076.03
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Amy Shepherd

County Auditor

Subscribed and sworn to before me this

13th

day of

January 2022



[Signature]
Assistant Clerk of the Board of Supervisors
INYO COUNTY