



MANAGEMENT PARTNERS

INCORPORATED

July 5, 2011

Ms. Beth Pollard
City Manager
City of Albany
1000 San Pablo Avenue
Albany, CA 04706

Dear Ms. Pollard:

Thank you for the opportunity to submit this proposal to provide consulting assistance to the City of Albany. We understand the City has recently been approached by the owners of the Golden Gate Fields Racetrack property in Albany and Berkeley regarding the possible future re-use of this site for an additional campus for the Lawrence Berkeley National Laboratory. As such, you have indicated a need for assistance with developing revenue sharing and protection alternatives and associated discussions with the property owners, the City of Berkeley, the Albany Unified School District, and any other related parties as needed. Management Partners consultants have the skills and ability to assist you and we would be happy to do so. First we would like to remind you about our firm.

Management Partners is a professional management consulting firm specializing in helping local government leaders. We are comprised of former city and county managers and other professionals providing expertise in specialty areas such as public works, public safety, finance, redevelopment, economic development, and human resources. Our consultants have experience completing a full range of projects for local government leaders, including strategic planning and goal setting, teambuilding, organization reviews, feasibility studies, performance evaluations, project management, executive coaching, performance management, and development process reviews. We have a track record of quality service to numerous local governments throughout the United States. Each assignment we undertake receives careful, professional attention, and we take pride in the quality of our work.

The consultant who will provide primary assistance to you is Daren Fields. In addition, I will also project guidance and support. Both of our work biographies are attached to this letter proposal. We will also utilize the service of a management analyst within our firm. We suggest a not-to-exceed contract of \$26,500, which will allow for approximately 155 hours of consulting services based on 110 hours of Mr. Fields (at \$175/hour), 30 hours of a Management Analyst (at \$75/hour) and 25 hours of my time (at \$200/hour). We will bill monthly on the basis of actual hours worked. Travel or other expenses would be separate from the hourly rate.

We look forward to continue to work with the City of Albany. Please feel free to contact me if you have any questions.

Sincerely,

Andrew S. Belknap

Regional Vice President

Accepted for the City of Albany by:

Name: _____

Title: _____

Date: _____



DAREN FIELDS

Daren Fields, Senior Manager, joined Management Partners after spending over 20 years in local government public service and has served in management positions ranging from city administration to economic development. Daren has skills and knowledge in a wide range of areas including budgeting and financing strategies, community development, economic development and redevelopment, project management, marketing and public information, and council/manager relations.

Daren served as Economic Development Director for the City of Fremont where he managed complex and controversial projects including the Oakland A's Ballpark Village, the Pacific Commons shopping center, and the Midtown District (downtown) development.

Prior to Fremont, Daren served as Assistant City Administrator and City Administrator for the City of Albany. As such, his experience extends to community development; finance and administrative services; police, fire and emergency medical services; parks and recreation; and infrastructure development. While in Albany, Daren restructured the organization and aggressively pursued funding sources (Council and voter-approved along with grants) and built a new child care center, teen center, and joint Library/Community Center. The main shopping street, Solano Avenue, was also rebuilt during his tenure.

Daren provides local government managers assistance in developing organizational and policy goals, strategic planning, effective project management, and delivering services in constrained economic environments. Throughout his career, he has focused on leading and facilitating organizational change, managing major programs and projects, and improving the quality of government services through increased operational efficiency and effectiveness.

Daren earned a Bachelor's Degree in Political Science, with honors and distinction, from U.C. Berkeley. He is a member of the International City/County Management Association (ICMA) and the Order of the Golden Bear.

ANDREW BELKNAP

Andrew Belknap is Regional Vice President for Management Partners' western office in San Jose, California. Andy has more than 20 years of diverse local government experience, including service as city manager and public works director for the City of Ojai, California. He is a seasoned and practical problem solver with first-hand knowledge of municipal functions.

As a trained economist, Andy brings a special expertise to fiscal analysis and public finance issues. He has assisted public and private clients needing expertise in land use economics, development entitlement processing and complex project management and analysis. He is also an excellent facilitator and strategic thinker.

