



Cabazon Water District
14-618 Broadway Street • P.O. Box 297
Cabazon, California 92230

FINANCE & AUDIT COMMITTEE MEETING

AGENDA

Meeting Location:
Cabazon Water District Office
14-618 Broadway Street
Cabazon, California 92230

Meeting Date:
June 15, 2015 – 3:45 PM

CALL TO ORDER,
PLEDGE OF ALLEGIANCE,
ROLL CALL
PUBLIC COMMENT

Any person may address the Board of Directors at this time on any matter within the subject matter jurisdiction of the Cabazon Water District; however, any matter that requires action will be referred to staff for investigation and reported at a subsequent Board of Directors meeting. The Board of Directors is prohibited by law from discussing or taking immediate action on items during this public comment period. To comment on specific agenda items, please advise the Board secretary prior to the meeting. Each public comment will be limited to three (3) minutes. Individuals may not give their time away to another spokesperson. After two (2) minutes, the speaker will be notified that he/she has one (1) minute remaining. AB 1234 ORAL REPORTS (Gov. Code Sec. 53232.3(d))

FINANCE & AUDIT COMMITTEE

1. Discussion: Finance & Audit Committee Report
 - Balance Sheet
 - Profit and Loss Two Month
 - Profit and Loss Budget Comparison
 - FY 2015-2016 Proposed Budget Review

ADJOURNMENT

ADA Compliance Issues

In compliance with the Americans with Disabilities Act & Government Code Section 54954.2, if special assistance is needed to participate in a Board meeting, please contact the Clerk of the Board at (951) 849-4442. Notification of at least 48 hours prior to meeting time will assist staff in assuring that reasonable arrangements can be made to provide accessibility at the meeting.



Cabazon Water District
14-618 Broadway Street • P.O. Box 297
Cabazon, California 92230

REGULAR BOARD MEETING

AGENDA

Meeting Location:
Cabazon Water District Office
14-618 Broadway Street
Cabazon, California 92230

Meeting Date:
June 15, 2015 – 6:00 PM

CALL TO ORDER

PLEDGE OF ALLEGIANCE

REMEMBRANCE OF OUR SERVICE MEN AND WOMEN

ROLL CALL

CONSENT CALENDAR

All matters in this category are considered to be consistent with the Board/District goals, District Policies and Regulations adopted and/or approved by the Board of Directors, and will be enacted in one motion. There will be no separate discussion of these items. If discussion is required, items may be removed from the consent calendar and will be considered separately.

1. Approval of:
 - a. Finance and Audit Committee Meeting Minutes and warrants approved by the committee of May 18, 2015, regarding February 2015 Financials
 - b. Regular Board Meeting Minutes and warrants of May 18, 2015
2. Warrants – None
3. Awards of Contracts – None

UPDATES

Update: San Gorgonio Pass Water Taskforce Update
(by General Manager Louie)

- Updates

Update: Manager's Operations Report
(by General Manager Louie)

NEW BUSINESS

1. Discussion/Action: Website Developer proposals – review and selection
2. Discussion/Action: Directors to determine whether to review Mr. Ernie Saldana's written response to Director Sanderson (by Director Sanderson and Director Mejia).

OLD BUSINESS

1. Discussion/Action: Selection of Emergency Response & Water Pipeline Maintenance Contractor – Award of Contract (by the Board); Authorization for General Manager to Negotiate Agreement
 - Recommendation(s) from Ad Hoc Committee and General Manager
2. Discussion/Action: Billboard or large sign to notify the public of Board meetings.

PUBLIC COMMENTS REGARDING CLOSED SESSION

Any person may address the Board of Directors at this time on any matter within the subject matter jurisdiction of the Cabazon Water District that is listed on the agenda for Closed Session; however, any matter that requires action will be referred to staff for investigation and reported at a subsequent Board of Directors meeting. The Board of Directors is prohibited by law from discussing or taking immediate action on items during this public comment period. To comment on specific agenda items, please advise the Board secretary prior to the meeting. Each public comment will be limited to three (3) minutes. Individuals may not give their time away to another spokesperson. After two (2) minutes, the speaker will be notified that he/she has one (1) minute remaining. AB 1234 ORAL REPORTS (Gov. Code Sec. 53232.3(d))

CLOSED SESSION

Complaint against Director Kerri Mariner

- Improper Conduct – filed by Cabazon Resident
1. Conference with Legal Counsel – Anticipated Litigation

(Significant Exposure to litigation pursuant to Government Code section 54956.9(d)(2) (2 cases))

OPEN SESSION

Report to Public of Action Taken in Closed Session (if any)

PUBLIC COMMENTS

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BOARD/GENERAL MANAGER COMMENTS

1. Future Agenda Items

The Board Chair or the majority of the Board may direct staff to investigate and report back to an individual(s) and the Board on matters suggested or direct the General Manager/Board Secretary to place the matter on a future Board meeting.

- Suggested agenda items from the Public.
- Suggested agenda items from Management.
- Suggested agenda items from Board Members.

2. Management Comments

Staff members may speak on items of information not requiring comment or discussion to the Board and public. Topics which may be included on a future meeting agenda may be presented but cannot be discussed. (3 minutes)

3. Board Member Comments

Board members may speak on items of information not requiring comment or discussion to the Board and public. (3 minutes)

MISCELLANEOUS

1. Future Board Items/Next Board Meeting Date(s)

- a. Finance & Audit Workshop – July 20, 2015, 3:45 pm
- b. Regular Board Meeting – July 20, 2015, 6:00 pm

- c. Personnel Committee – None
- d. San Gorgonio Water Task Force – Technical Committee – Banning City Hall
June 24, 2015 – 4:30 PM
- e. San Gorgonio Water Task Force – General Meeting – Banning City Hall – June 24, 2015
– 6:00 PM

ADJOURNMENT

ADA Compliance Issues

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Cabazon Water District
14-618 Broadway Street • P.O. Box 297
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FINANCE & AUDIT COMMITTEE MEETING

MINUTES

Meeting Location:
Cabazon Water District Office
14-618 Broadway Street
Cabazon, California 92230

Meeting Date:
May 18, 2015 – 3:45 PM

CALL TO ORDER,
PLEDGE OF ALLEGIANCE,
ROLL CALL

Director Sanderson - Present
Director Mariner - Present

Calvin Louie (General Manager) - Present
Elizabeth Lemus, Board Secretary - Present
Linda Halley, Financial Consultant - Present

***Note: This meeting was recorded by the District -**

PUBLIC COMMENT

Any person may address the Board of Directors at this time on any matter within the subject matter jurisdiction of the Cabazon Water District; however, any matter that requires action will be referred to staff for investigation and reported at a subsequent Board of Directors meeting. The Board of Directors is prohibited by law from discussing or taking immediate action on items during this public comment period. To comment on specific agenda items, please advise the Board secretary prior to the meeting. **Each public comment will be limited to three (3) minutes. Individuals may not give their time away to another spokesperson. After two (2) minutes, the speaker will be notified that he/she has one (1) minute remaining.** AB 1234 ORAL REPORTS (Gov. Code Sec. 53232.3(d))

FINANCE & AUDIT COMMITTEE

1. Discussion: Finance & Audit Committee Report

- Balance Sheet
 - Profit and Loss Two Month
 - Profit and Loss Budget Comparison
- ↓ The District looks at three basic reports each month to get a high level overview of the financial position of the District.
- ↓ These Financial Statements are not Compiled, Reviewed, or Audited, but are created by the contract accountant in her position as Financial Controller of the District.
- ↓ The District has an independent financial audit each year. The District's year ends on June 30.
- ↓ The three reports the District reviews are the Balance Sheet, the Profit and Loss Two Months, and the Profit and Loss Budget Performance.
- ↓ The Balance Sheet shows what the District owns and what the District Owes.
- ↓ The Profit and Loss Two Months shows whether the District is consistent month to month with revenue and expenses.
- ↓ The Profit and Loss Budget Performance shows how the District is doing against the budget, and how the District is doing fiscal year to date.

The first report is the Balance Sheet.

- Total Checking/Savings is substantially lower than last month due to the following:
 - Payments to Computer Gallery for the new office computers and setup: \$10k
 - Payment to Line Maintenance and Repair Contractor for twelve work orders, including new services and emergency services - \$21k
 - Rick Taylor, Chlorine Distribution Tank - \$8k
- The District anticipates about \$40k in property tax revenue during May which will increase the bank balance.
- Account 11999 Accounts Receivable - Special Invoices, reflects the invoice the District has sent to DHPO to reimburse costs. The District has received word from DHPO that they are going to send this in; however, it has been quite some time since they said this. The GM is checking with the attorneys for guidance.
- Account - 10234 - LAIF -While still not high enough to support the District in a water crisis, this balance is higher than at any point since August 2010. Once the DHPO money comes in the District may want to move that over to LAIF.

- Near the bottom of the report the District now shows reserves for various projects.
- Account 39003a is Reserved for Almond Vault Refurbishing. The Almond Vault repair and refurbishment is anticipated to cost \$100k. The District has spent about \$50k to date, so the reserve is now \$50k.
- These are the only items of note on the Balance Sheet.

The Profit and Loss two month shows:

- That Account 30010 Base Rate - Water Bills - is marginally higher this month than last.
- Total 51000 - Payroll All Expenses is substantially the same between the two months.
- Account 55150- Utilities - Wells –the District is still awaiting one invoice that impacts last month.
- Account 55175 Materials and Line Maintenance repair contractor shows that the District has not yet received invoices for April, other than a small invoice from Underground Service -DigAlerts.
- Account 57085 - Water Billing System - shows that the District received the annual bill for the Water Billing System.
- Account 57515 - Financial Audit Services - The auditors were on-site in April for interim work for the 06/30/2014 financial audit. They were on-site early in May for fieldwork.
- Account 57530 - Legal Services – The District has not yet received the invoices for the month.
- Account 65200 DWR Interest on Loans - shows the District paid the semi-annual interest on the long term debt.

The District ended the month with a preliminary net loss of about \$42k.

- ✦ The Profit & Loss Budget Performance has five columns. The first shows the actual income and expenses for the month. The second column shows the Budget for the month just ended. The middle column shows the year to date actual figures. The fourth column shows the Year to Date Budget. The last column shows the annual budget.

- Account 30010 Base Rate - Water Bills – The District is just a bit under what it anticipated for the month, and a bit under year to date.
- Total 51000 Payroll All Expenses is right on budget for the month and about 5% under budget for the year.
- Account 55175 Materials and Line Maintenance Contractor – the District does not yet know where this is as it has not yet received the invoices for the month
- 57080 Computer Service - is overbudget year to date due to the change in the computer support vendor and the improvements he has made.
- 57530 Legal Service – the District is not able to see where it is against budget as it has not yet received the invoices for the month.
- Preliminary figures show the District with a year to date loss of \$143k when this report was generated. The District budgeted for a net loss of about \$32k at this point.
- The main accounts that are overbudget are 55175 - Line Maintenance and Materials Contractor - \$20k, 55190 - Well Maintenance - \$37k, 57530 - Legal \$45k
- Director Sanderson asked whether there was any evidence that any Cabazon Water District Directors are "absconding with funds". I have no knowledge of any such evidence.

ADJOURNMENT

Motion to adjourn at 16:03 hr. made by Director Mariner and 2nd by Director Sanderson*

*Note: No official motions were made. Director Mariner asked if anyone had any questions, and upon no answer, stated that the meeting was then adjourned at 16:03 hr. Director Sanderson did not object, nor were any other objections voiced.

Meeting adjourned at 16:03 hr. on May 18, 2015.

Janet Mejia, Board Chair
Board of Directors
Cabazon Water District

Elizabeth Lemus, Secretary
Board of Directors
Cabazon Water District

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Cabazon, California 92230

**REGULAR BOARD MEETING
MINUTES**

Meeting Location:
Cabazon Water District Office
14-618 Broadway Street
Cabazon, California 92230

Meeting Date:
May 18, 2015 – 6:00 PM

CALL TO ORDER

PLEDGE OF ALLEGIANCE

REMEMBRANCE OF OUR SERVICE MEN AND WOMEN

ROLL CALL

Director Joseph Tobias - Present
Director Teresa Bui - Present
Director Kerri Mariner - Present
Board Vice Chair Martin Sanderson - Present
Board Chair Janet Mejia - Present

Calvin Louie, General Manager - Present
Elizabeth C. Lemus, Board Secretary - Present
Steve Anderson, Best Best & Krieger Law Firm - Present

Note: This meeting was recorded by the District -

CONSENT CALENDAR

All matters in this category are considered to be consistent with the Board/District goals, District Policies and Regulations adopted and/or approved by the Board of Directors, and will be enacted in one motion. There will be no separate discussion of these items. If discussion is required, items may be removed from the consent calendar and will be considered separately.

1. Approval of:

- a. Finance and Audit Committee Meeting Minutes and warrants approved by the committee of April 13, 2015, regarding February 2015 Financials
- b. Regular Board Meeting Minutes of April 13, 2015
- c. Special Board Meeting Minutes of April 14, 2015

2. Warrants – None

3. Awards of Contracts – None

Motion to approve consent calendar items (a.) Finance and Audit Committee Meeting Minutes and warrants approved by the committee of April 13, 2015, regarding February 2015 Financials b.) Regular Board Meeting Minutes of April 13, 2015, and (c) Special Board Meeting Minutes of April 14, 2015 made by Director Sanderson and 2nd by Director Mariner.

Director Tobias - Aye
Director Bui - Nay
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

UPDATES

Update: San Gorgonio Pass Water Taskforce Update
(by General Manager Louie)

- Updates

Update: Manager's Operations Report
(by General Manager Louie)

- DHPO Update Production Well #5
- Almond Vault and Reservoir (Tank) #3 Update
- FY 2015-2016 Budget Update
- Calls for Service
- Collection Activities

PUBLIC COMMENTS REGARDING CLOSED SESSION

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Closed session was entered into at 19:09 hr. and it was advised that Director Bui should refrain from attending this Closed Session since it related to her. Director Bui excluded herself from attending this closed session discussion (refer to meeting audio for full discussion relating to this matter).

CLOSED SESSION

CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED LITIGATION
(Significant Exposure to litigation pursuant to Government Code section 54956.9(d)(2) (1 case))

OPEN SESSION

Report to Public of Action Taken in Closed Session (if any)

No reportable action taken. It was agreed by the Board during closed session that this matter should be handled administratively as if it were any other customer situation.

A 10-minute break was called at 19:35 hr., and the meeting resumed at 19:41 hr.

NEW BUSINESS

1. Discussion/Action: Selection of Emergency Response & Water Pipeline Maintenance Contractor – Award of Contract (by the Board); Authorization for General Manager to Negotiate Agreement

Motion to table this item for the June 15th Board Meeting made by Director Tobias 2nd by Director Bui.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Nay
Director Mariner - Nay
Director Mejia – Nay

Motion Failed.

Motion to table this item to be discussed later during this meeting (to be discussed after New Business Agenda Item #8) made by Director Sanderson, 2nd by Director Mariner.

Director Tobias - Aye
Director Bui - Nay
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia – Aye

2. Discussion/Action: **Billboard or large sign to notify the public of Board meetings. (by Director Bui and Director Sanderson)**

Motion to authorize General Manager Louie to obtain pricing information for a solid metal billboard (to post in front of the District office) vs. pricing for an electronic window sign, for the intention of notifying customers of upcoming Board Meetings, and to report back findings during the next meeting, made by Director Mejia 2nd by Director Tobias.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

3. Discussion/Action: **Revise line-up of Board comments to Management, then Board with final comments from the Chairperson (by Director Tobias)**

Motion to approve the revised line-up of meeting-end comments to be as follows: 1) Management Comments, 2) Board Comments, to take effect during the June board meeting, made by Director Mariner 2nd by Director Tobias.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

4. Discussion/Action: **Adoption of regulations regarding payment of the cost of Registrar of Voters County of Riverside Director election candidate statement(s)**

Directors to determine whether the District or each individual candidate will pay for Director Election candidate statements through the County Registrar of Voters Office.

Estimated cost: \$325 per candidate statement

Motion to have each candidate pay for their own Director election candidate statement(s) through the County Registrar of Voters Office (The District is Not to pay for candidate statements) made by Director Mariner 2nd by Director Sanderson.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

5. Discussion/Action: Establish Ad hoc Committee – General Manager Annual Performance Review (PE) (by General Manager and Board)

- Date to meet and review proposed PE for Board comments and approval.

Motion to appoint Director Tobias and Director Mejia to for the General Manager Annual Performance Review Ad Hoc Committee made by Director Mariner 2nd by Director Tobias.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

6. Discussion/Action: Approval to remove Casino Morongo water account (2000 – 2005) from the books. (by General Manager)

Motion to remove Casino Morongo water account (2000-2005) from the books per auditor and General Manager recommendation made by Director Mariner 2nd by Director Sanderson.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Abstain

7. Discussion/Action: Approval of Charles Z. Fedak & Co. Engagement Letter for Auditing Services for the Year Ended June 30, 2015. (by General Manager)

Motion to approve the Charles Z. Fedak & Co. Engagement Letter for Auditing Services for the Year Ended June 30, 2015 made by Director Sanderson 2nd by Director Mariner.

Director Tobias - Abstain
Director Bui - Nay
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

8. Discussion/Action: Board to determine whether to seek \$100 payment from a former Director that was inadvertently compensated for one day. (by General Manager & Administrative Assistant)

- This item was discovered by the auditors. They did not have a preference one way or the other if the Board decided to pursue the \$100 refund or forgive it, but they wanted the Board to be aware of the situation and determine what should be done.

Motion to pursue the \$100 refund from former Director RD Cash made by Director Tobias 2nd by Director Mariner.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Nay
Director Mariner - Aye
Director Mejia - Aye

OLD BUSINESS

None

PUBLIC COMMENTS*

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*NOTE: Public comment was moved ahead so that the public could state their comments without having to wait through the remainder of the Board Meeting.

A 10-minute break was made before the start of Public Comments Regarding Closed Session and Closed Session.

PUBLIC COMMENTS REGARDING CLOSED SESSION

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spokesperson. After two (2) minutes, the speaker will be notified that he/she has one (1) minute remaining. AB 1234 ORAL REPORTS (Gov. Code Sec. 53232.3(d))

CLOSED SESSION

1. Conference with Legal Counsel – Anticipated Litigation

(Significant Exposure to litigation pursuant to Government Code section 54956.9(d)(2) (2 cases))

OPEN SESSION

Report to Public of Action Taken in Closed Session (if any)

No reportable action taken during closed session.

NEW BUSINESS*

*NOTE: Closer to the beginning of this meeting, the Board motioned to table this item until after going through the other items (refer to above minutes and/or audio). The Board now came back to this item for a decision.

1. Discussion/Action: Selection of Emergency Response & Water Pipeline Maintenance Contractor – Award of Contract (by the Board); Authorization for General Manager to Negotiate Agreement

Motion to award Merlin Construction the Emergency Response and Water Pipeline Maintenance Contractor Award of Contract and authorize the GM to negotiate agreement made by Director Bui, 2nd by _____ (no one).

Motion died.

Motion to award Doolittle Construction the Emergency Response and Water Pipeline Maintenance Contractor Award of Contract and authorize the GM to negotiate agreement made by Director Sanderson, 2nd by _____ (no one).

Motion died.

Motion to nominate Director Mariner and Director Bui to be on an ad hoc committee together to meet and discuss matters regarding the selection of an emergency response and water pipeline maintenance contractor, to report back to the Board during the June regular meeting in an effort to assist the Board with selecting a contractor made by Director Mejia and 2nd by Director Sanderson.

Director Bui and Director Mariner were to meet at the District office on Thursday, May 21, 2015 at 4:00 pm.

Director Tobias - Aye

Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

Motion to table the Selection of Emergency Response & Water Pipeline Maintenance Contractor – Award of Contract (by the Board); Authorization for General Manager to Negotiate Agreement until the June regular Board meeting made by Director Sanderson, 2nd by Director Bui.

Director Tobias - Aye
Director Bui - Aye
Director Sanderson - Aye
Director Mariner - Aye
Director Mejia - Aye

BOARD/GENERAL MANAGER COMMENTS

1. Future Agenda Items

The Board Chair or the majority of the Board may direct staff to investigate and report back to an individual(s) and the Board on matters suggested or direct the General Manager/Board Secretary to place the matter on a future Board meeting.

- Suggested agenda items from the Public.
- Suggested agenda items from Board Members.
- Suggested agenda items from Management.

2. Board Member Comments

Board members may speak on items of information not requiring comment or discussion to the Board and public. (3 minutes)

3. Management Comments

Staff members may speak on items of information not requiring comment or discussion to the Board and public. Topics which may be included on a future meeting agenda may be presented but cannot be discussed. (3 minutes)

MISCELLANEOUS

1. Future Board Items/Next Board Meeting Date(s)

- a. Finance & Audit Workshop – June 15, 2015, 3:45 pm
- b. Regular Board Meeting – June 15, 2015, 6:00 pm
- c. Personnel Committee – None
- d. San Gorgonio Water Task Force – Technical Committee – Banning City Hall

- May 27, 2015 – 4:30 PM
e. San Gorgonio Water Task Force – General Meeting – Banning City Hall – May 27, 2015 – 6:00 PM

ADJOURNMENT

Motion to adjourn at 22:04 hr. made by Director Mejia 2nd by _____ *

*NOTE: No second was made, nor was a roll call vote made, but there were no objections voiced by either the Board or public to adjourning the Board meeting. Everyone began dispersing from the Board room after Director Mejia's announcement.

Meeting adjourned at 22:04 hr. on Monday, May 18, 2015

Janet Mejia, Board Chair
Board of Directors
Cabazon Water District

Elizabeth Lemus, Secretary
Board of Directors
Cabazon Water District

ADA Compliance Issues

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Cabazon Water District
Balance Sheet
 As of May 31, 2015

May 31, 15

ASSETS

Current Assets

Checking/Savings

| | |
|--|-----------|
| 11020 · General Bank Account-Chase | 50,865.78 |
| 11030 · Payroll Bank Account-Chase | 8,385.91 |
| 11040 · Trust Account- Chase - Cus Dep | 22,456.54 |
| 11050 · Local Petty Cash | 100.00 |

Total Checking/Savings 81,808.23

Accounts Receivable

| | |
|---|------------|
| 12021 · Accounts Rec - Special Invoices | 125,972.43 |
|---|------------|

Total Accounts Receivable 125,972.43

Other Current Assets

| | |
|---------------------------------------|-------------|
| 12000 · Accounts Receivable | |
| 12011 · Accounts Receivable - Co 1 | 91,775.71 |
| 12012 · Accounts Receivable - Co 2 | 42,610.70 |
| 12014 · Allow for Doubtful Accts Co 1 | (16,192.28) |
| 12015 · Allow for Doubtful Accts Co 2 | (10,678.87) |

Total 12000 · Accounts Receivable 107,515.26

13010 · LAIF

| | |
|---------------------------------------|------------|
| 13011 · LAIF | 671,651.12 |
| 13012 · LAIF Annual Market Adjustment | 199.84 |

Total 13010 · LAIF 671,850.96

13020 · Bank of NY Trustee Accounts

| | |
|-----------------------------------|-----------|
| 13021 · Reserve Fund - DWR-HS 528 | 49,477.74 |
| 13022 · Repayment Fund DWR-HS 525 | 8,465.87 |

Total 13020 · Bank of NY Trustee Accounts 57,943.61

13040 · Prepaid Expenses 14,366.44

13050 · A/R Beaumont CC Standby 11,680.16

13060 · Inventory Total 88,777.19

1499 · Undeposited Funds 6,836.71

Total Other Current Assets 958,970.33

Total Current Assets 1,166,750.99

Fixed Assets

14200 · Construction in Process

| | |
|---|------------|
| 14202 · CIP Well Repairs | 74,721.44 |
| 14203 · CIP DHPO Expansion | 8,087.13 |
| 14204 · CIP Cabazon Outlets Expansion (Little Cabazon Mall - expansion) | 9,692.35 |
| 14205 · Wells 4,5- Pump and Well Rehab | 103,087.75 |
| 14206 · Almond Vault Repair 2013 | 50,465.79 |
| 14208 · CIP Board Room | 4,803.96 |

Total 14200 · Construction in Process 250,858.42

14310 · Tools and Equipment 118,015.94

14320 · Source of Supply

| | |
|---|------------|
| 14321 · Source of Supply- DHPO Intercon | 553,807.23 |
| 14320 · Source of Supply - Other | 713,429.44 |

Cabazon Water District
Balance Sheet
 As of May 31, 2015

| | <u>May 31, 15</u> |
|--|---------------------|
| Total 14320 · Source of Supply | 1,267,236.67 |
| 14330 · Transmission & Distribution | 7,728,050.86 |
| 14340 · Buildings & Structures | 140,359.22 |
| 14350 · Water Treatment | 8,800.00 |
| 14360 · Office Furniture and Equipment | 109,155.45 |
| 14370 · Intangible Plant | 11,032.00 |
| 14380 · Vehicles | 90,456.71 |
| 14400 · Land | 409,548.38 |
| 14500 · Accumulated Depreciation | (4,488,997.08) |
| Total Fixed Assets | <u>5,644,516.57</u> |
| TOTAL ASSETS | <u>6,811,267.56</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 21100 · *Accounts Payable | 40,131.18 |
| Total Accounts Payable | <u>40,131.18</u> |
| Other Current Liabilities | |
| 21210 · Misc Short Term Liability | |
| 21220 · Jack Pryor | (692.41) |
| 21230 · EDA Civic Center | (1,145.90) |
| 21240 · American Solar Utility | (554.00) |
| 21210 · Misc Short Term Liability - Other | 1,769.25 |
| Total 21210 · Misc Short Term Liability | <u>(623.06)</u> |
| 21300 · Customer Deposits | |
| 21330 · Customer Deposits - Co 1 | 3,250.00 |
| 21340 · Customer Deposits - Co 2 | 5,435.84 |
| Total 21300 · Customer Deposits | <u>8,685.84</u> |
| 21420 · Accrued Vacation Pay | 9,722.18 |
| 21440 · DWR-HS Payable - Current | 35,164.59 |
| 21450 · Current Portion Zion's Bank Ln | 71,437.14 |
| Total Other Current Liabilities | <u>124,386.69</u> |
| Total Current Liabilities | <u>164,517.87</u> |
| Long Term Liabilities | |
| 22000 · DWR-H Loan Payable (Payoff '26) | 429,058.07 |
| 22100 · Zion's Bank Long Term (2023) | 567,609.80 |
| 22200 · RCEDA Loan Payable | 300,000.35 |
| Total Long Term Liabilities | <u>1,296,668.22</u> |
| Total Liabilities | <u>1,461,186.09</u> |
| Equity | |
| 31010 · Net Investment in Capital Asset | 4,188,757.00 |
| 31020 · Restricted for Debt Service | 233,447.00 |
| 31030 · Unrestricted Net Assets | |
| 31041 · Reserved for Almond Vault Refur | 50,000.00 |
| 31030 · Unrestricted Net Assets - Other | 921,429.76 |

Cabazon Water District
Balance Sheet
As of May 31, 2015

Total 31030 · Unrestricted Net Assets
32000 · Retained Earnings
Net Income
Total Equity
TOTAL LIABILITIES & EQUITY

| <u>May 31, 15</u> |
|---------------------|
| 971,429.76 |
| 88,683.87 |
| <u>(132,236.16)</u> |
| 5,350,081.47 |
| <u>6,811,267.56</u> |

PRELIMINARY

Cabazon Water District
Profit & Loss
April through May 2015

| | <u>Apr 15</u> | <u>May 15</u> |
|--|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 41000 · Operating Income | | |
| 41100 · Base Rate - Water Bills | 91,611.46 | 90,714.57 |
| 41220 · Fire Sales - Water Bills | 240.00 | 240.00 |
| 41240 · Meter Install and Removal | 0.00 | 0.00 |
| 41310 · Penalty Fees - Water Bills | 2,721.54 | 2,295.06 |
| 41320 · Lien Reinstatement Fees | 0.00 | 0.00 |
| 41330 · New Account Fees - Water Bills | 165.00 | 120.00 |
| 41360 · Incident Fee - Water Bills | 250.00 | 0.00 |
| 41370 · Returned Check Fees | 60.00 | 0.00 |
| 41500 · Stand By Fees - Tax Revenue | 0.00 | 35,122.00 |
| Total 41000 · Operating Income | <u>95,048.00</u> | <u>128,491.63</u> |
| 42000 · Non-Operating Income | | |
| 42100 · Property Taxes | | |
| 42110 · Ad Valorem - Tax Revenue | 1,228.84 | 5,771.35 |
| Total 42100 · Property Taxes | <u>1,228.84</u> | <u>5,771.35</u> |
| 42210 · Cell Tower Lease Income | 1,890.43 | 1,890.43 |
| 42310 · Miscellaneous Non-Operating Inc | 1,640.69 | 40.00 |
| 43000 · Interest Income | | |
| 43110 · Interest Inc - Gen, Trust, Payr | 0.58 | 0.28 |
| 43120 · Interest Income LAIF | 430.46 | 0.00 |
| 43140 · Interest Income - Water bills | 349.19 | 301.32 |
| Total 43000 · Interest Income | <u>780.23</u> | <u>301.60</u> |
| Total 42000 · Non-Operating Income | <u>5,540.19</u> | <u>8,003.38</u> |
| Total Income | <u>100,588.19</u> | <u>136,495.01</u> |
| Gross Profit | 100,588.19 | 136,495.01 |
| Expense | | |
| 50010 · Payroll - All Expenses | | |
| 51000 · Payroll Summary | | |
| 51050 · Directors' Fees | 1,100.00 | 1,500.00 |
| 51100 · Management and Customer Service | | |
| 51120 · Customer Accounts | 2,930.83 | 2,911.16 |
| 51130 · Admin Assistant | 3,247.09 | 3,122.55 |
| 51140 · General Manager | 5,656.82 | 6,156.82 |
| Total 51100 · Management and Customer Service | <u>11,834.74</u> | <u>12,190.53</u> |
| 51200 · Water Operations | | |
| 51210 · Meter Reader | 1,688.48 | 1,600.84 |
| Total 51200 · Water Operations | <u>1,688.48</u> | <u>1,600.84</u> |
| Total 51000 · Payroll Summary | <u>14,623.22</u> | <u>15,291.37</u> |
| 51300 · Payroll - Employee Ben Expense | | |
| 51310 · Workers Comp. | 302.30 | 302.30 |
| 51320 · Employee Health Care | 2,444.25 | 2,444.25 |
| 51330 · Pension | 2,124.96 | 2,101.49 |
| 51350 · Union Dues | (2.69) | 1.87 |

**Cabazon Water District
 Profit & Loss
 April through May 2015**

| | <u>Apr 15</u> | <u>May 15</u> |
|--|---------------|---------------|
| 51360 · Aflac Deductions | 0.00 | 0.00 |
| Total 51300 · Payroll - Employee Ben Expense | 4,868.82 | 4,849.91 |
| 51400 · Payroll Expenses - Taxes, etc | | |
| 51410 · FICA and Medicare | 1,142.35 | 1,155.22 |
| 51420 · SUI and ETT | 172.88 | 123.54 |
| 51430 · Medical Testing | 85.00 | 0.00 |
| Total 51400 · Payroll Expenses - Taxes, etc | 1,400.23 | 1,278.76 |
| Total 50010 · Payroll - All Expenses | 20,892.27 | 21,420.04 |
| 52000 · Operational Expenses | | |
| 53000 · Facilities, Wells, Trans, Dist | | |
| 53110 · Lab Fees | 120.00 | 315.00 |
| 53120 · Site Maintenance | 4,890.00 | 45.00 |
| 53160 · Utilities - Wells | 9,248.26 | 0.00 |
| 53170 · SCADA (no ongoing contract) | 30.41 | 533.93 |
| 53180 · Line Maint and Repair Cont | 14,084.00 | 7,738.00 |
| 53190 · Line Maint and Repair Materials | 13,018.90 | 1,342.97 |
| 53210 · Well Maintenance | | |
| 53215 · Chemicals | 2,134.18 | 905.57 |
| 53210 · Well Maintenance - Other | 98.00 | 500.00 |
| Total 53210 · Well Maintenance | 2,232.18 | 1,405.57 |
| 53300 · Security | | |
| 53330 · Crime Prevention (PSI & Verizon) | 2,380.91 | 0.00 |
| 53350 · Alarms | | |
| 53355 · Alarm Phones | 151.85 | 110.53 |
| Total 53350 · Alarms | 151.85 | 110.53 |
| 53380 · Materials | 128.49 | 0.00 |
| 53390 · Audio Alarm (cont exp xx/xx) | 191.00 | 241.12 |
| 53410 · Video Eq Lease (exp xx/xx) | 724.00 | 724.00 |
| 53300 · Security - Other | 325.50 | 0.00 |
| Total 53300 · Security | 3,901.75 | 1,075.65 |
| 53610 · Engineering Services | 2,886.75 | 0.00 |
| Total 53000 · Facilities, Wells, Trans, Dist | 50,412.25 | 12,456.12 |
| 54000 · Utilities - Office | | |
| 54110 · Electricity | 949.61 | 799.72 |
| 54120 · Gas | 44.00 | 39.51 |
| 54130 · Telephone | 757.59 | 770.92 |
| 54140 · Sanitation | 350.38 | 350.38 |
| Total 54000 · Utilities - Office | 2,101.58 | 1,960.53 |
| 55000 · Office Expenses | | |
| 55110 · Water Billing System | 1,534.00 | 620.58 |
| 55120 · Supplies & Equipment | 487.03 | 0.00 |
| 55130 · Copier and Supplies | 489.25 | 489.25 |
| 55140 · Dues & Subscriptions | 513.00 | 0.00 |
| 55150 · Postage | 436.64 | 365.42 |
| 55160 · Printing & Publications | 288.00 | 552.50 |

**Cabazon Water District
 Profit & Loss
 April through May 2015**

| | <u>Apr 15</u> | <u>May 15</u> |
|--|--------------------|------------------|
| 55180 · Computer Services | 2,997.00 | 4,369.13 |
| 55000 · Office Expenses - Other | 500.00 | 500.00 |
| Total 55000 · Office Expenses | 7,244.92 | 6,896.88 |
| 55340 · EQUIPMENT RENTAL | | |
| 56800 · General Liability Insurance | 1,711.19 | 1,711.19 |
| Total 55340 · EQUIPMENT RENTAL | 1,711.19 | 1,711.19 |
| 56000 · Support Services | | |
| 56300 · Financial Audit (through 20xx) | 8,689.00 | 7,829.00 |
| 56400 · Accounting (monthly contract) | 1,657.50 | 1,891.25 |
| 56500 · Legal Services | 7,719.04 | 0.00 |
| 56600 · Bank Service Charges | 115.85 | 8.00 |
| 56700 · Payroll Service | 230.35 | 230.40 |
| Total 56000 · Support Services | 18,411.74 | 9,958.65 |
| 57000 · Training/Travel | | |
| 57120 · Travel and Meals | 1,268.17 | 506.16 |
| Total 57000 · Training/Travel | 1,268.17 | 506.16 |
| 58000 · Other Fees | | |
| 58120 · State Water fees | 6,094.08 | 0.00 |
| 58000 · Other Fees - Other | 120.84 | 0.00 |
| Total 58000 · Other Fees | 6,214.92 | 0.00 |
| 59000 · Service Tools & Equipment | | |
| 59110 · Shop Supplies and Small Tools | 0.00 | 140.80 |
| 59120 · Vehicle Fuel | 1,133.90 | 246.93 |
| 59150 · Tractor Expenses | 324.52 | 0.00 |
| 59160 · Backhoe Fuel | 0.00 | 250.98 |
| 59180 · Service Trucks - Repair and Mtn | 0.00 | 608.38 |
| 59190 · Water Ops Cell Phone/ Internet | 0.00 | 188.87 |
| 59210 · Water Ops Computer, Internet | 0.00 | 60.61 |
| Total 59000 · Service Tools & Equipment | 1,458.42 | 1,496.57 |
| Total 52000 · Operational Expenses | 88,823.19 | 34,986.10 |
| 61000 · Non-Operating Expenses | | |
| 61150 · Returned Checks | 0.00 | (40.00) |
| 61170 · DWR Interest on Loans | 7,115.16 | 0.00 |
| 61190 · Bad Debt Expense | 0.00 | 7,158.34 |
| 61220 · Reconciliation Discrepancies | (51.96) | 0.00 |
| 61240 · Miscellaneous | 170.21 | 73.78 |
| Total 61000 · Non-Operating Expenses | 7,233.41 | 7,192.12 |
| 65000 · Depreciation and Amortization | | |
| 65110 · Depreciation | 22,189.00 | 22,189.00 |
| Total 65000 · Depreciation and Amortization | 22,189.00 | 22,189.00 |
| Total Expense | 139,137.87 | 85,787.26 |
| Net Ordinary Income | (38,549.68) | 50,707.75 |
| Net Income | (38,549.68) | 50,707.75 |

Cabazon Water District
Profit & Loss Budget Performance
 May 2015

| Ordinary Income/Expense | May 15 | Budget | Jul '14 - May 15 | YTD Budget | Annual Budget |
|--|-------------------|-------------------|---------------------|---------------------|---------------------|
| Income | | | | | |
| 41000 · Operating Income | | | | | |
| 41100 · Base Rate - Water Bills | 90,714.57 | 94,742.00 | 1,021,223.25 | 1,037,162.00 | 1,136,900.00 |
| 41220 · Fire Sales - Water Bills | 240.00 | 240.00 | 2,640.00 | 2,640.00 | 2,880.00 |
| 41240 · Meter Install and Removal | 0.00 | | 0.00 | | |
| 41310 · Penalty Fees - Water Bills | 2,295.06 | 2,333.00 | 30,642.85 | 25,663.00 | 28,000.00 |
| 41320 · Lien Reinstatement Fees | 0.00 | | 300.00 | | |
| 41330 · New Account Fees - Water Bills | 120.00 | | 2,255.00 | | |
| 41360 · Incident Fee - Water Bills | 0.00 | | 290.00 | | |
| 41370 · Returned Check Fees | 0.00 | | 510.00 | | |
| 41400 · Basic Facilities Fee | 0.00 | | 8,020.00 | | |
| 41500 · Stand By Fees - Tax Revenue | 35,122.00 | 27,000.00 | 104,666.72 | 100,000.00 | 100,000.00 |
| Total 41000 · Operating Income | 128,491.63 | 124,315.00 | 1,170,547.82 | 1,165,465.00 | 1,267,780.00 |
| 42000 · Non-Operating Income | | | | | |
| 42100 · Property Taxes | | | | | |
| 42110 · Ad Valorem - Tax Revenue | 5,771.35 | 6,000.00 | 31,810.03 | 33,000.00 | 49,000.00 |
| 42120 · Teeter Settlement Income | 0.00 | | 298.75 | | 12,000.00 |
| Total 42100 · Property Taxes | 5,771.35 | 6,000.00 | 32,108.78 | 33,000.00 | 61,000.00 |
| 42210 · Cell Tower Lease Income | 1,890.43 | 2,508.00 | 24,719.64 | 27,588.00 | 30,100.00 |
| 42310 · Miscellaneous Non-Operating In | 40.00 | | 11,718.77 | | |
| 43000 · Interest Income | | | | | |
| 43110 · Interest Inc - Gen, Trust, Pay | 0.28 | | 14.82 | | |
| 43120 · Interest Income LAIF | 0.00 | | 1,268.74 | 1,200.00 | 1,700.00 |
| 43140 · Interest Income - Water bills | 301.32 | 300.00 | 4,182.04 | 3,300.00 | 3,600.00 |
| 43160 · Interest Income - DWR | 0.00 | | 4.01 | | |
| 43170 · Interest Income - Zion's Ban | 0.00 | | 1.19 | | |
| Total 43000 · Interest Income | 301.60 | 300.00 | 5,470.80 | 4,500.00 | 5,300.00 |
| Total 42000 · Non-Operating Income | 8,003.38 | 8,808.00 | 74,017.99 | 65,088.00 | 96,400.00 |
| Total Income | 136,495.01 | 133,123.00 | 1,244,565.81 | 1,230,553.00 | 1,364,180.00 |
| Cost of Goods Sold | | | | | |
| 50000 · Cost of Goods Sold | 0.00 | | (145.48) | | |
| Total COGS | 0.00 | | (145.48) | | |
| Gross Profit | 136,495.01 | 133,123.00 | 1,244,711.29 | 1,230,553.00 | 1,364,180.00 |
| Expense | | | | | |
| 50010 · Payroll - All Expenses | | | | | |
| 51000 · Payroll Summary | | | | | |
| 51050 · Directors' Fees | 1,500.00 | 1,183.00 | 11,800.00 | 13,013.00 | 14,200.00 |
| 51100 · Management and Customer Service | | | | | |
| 51120 · Customer Accounts | 2,911.16 | 2,708.00 | 34,242.33 | 32,496.00 | 35,200.00 |
| 51130 · Admin Assistant | 3,122.55 | 3,123.00 | 38,961.81 | 37,477.00 | 40,600.00 |
| 51140 · General Manager | 6,156.82 | 6,392.00 | 76,445.53 | 76,704.00 | 83,100.00 |
| Total 51100 · Management and Cust | 12,190.53 | 12,223.00 | 149,649.67 | 146,677.00 | 158,900.00 |
| 51200 · Water Operations | | | | | |

Cabazon Water District Profit & Loss Budget Performance

May 2015

| | May 15 | Budget | Jul '14 - May 15 | YTD Budget | Annual Budget |
|---|------------------|------------------|-------------------|-------------------|-------------------|
| 51210 · Meter Reader | 1,600.84 | 1,638.00 | 14,266.65 | 19,658.00 | 21,300.00 |
| 56110 · Water Tech II | 0.00 | | 0.00 | | |
| Total 51200 · Water Operations | 1,600.84 | 1,638.00 | 14,266.65 | 19,658.00 | 21,300.00 |
| Total 51000 · Payroll Summary | 15,291.37 | 15,044.00 | 175,716.32 | 179,348.00 | 194,400.00 |
| 51300 · Payroll - Employee Ben Expense | | | | | |
| 51310 · Workers Comp. | 302.30 | 623.00 | 5,698.94 | 7,477.00 | 8,100.00 |
| 51320 · Employee Health Care | 2,444.25 | 2,350.00 | 24,078.26 | 25,850.00 | 28,200.00 |
| 51330 · Pension | 2,101.49 | 2,485.00 | 26,552.30 | 29,819.00 | 32,300.00 |
| 51350 · Union Dues | 1.87 | | 26.24 | | |
| 51360 · Aflac Deductions | 0.00 | | (160.12) | | |
| Total 51300 · Payroll - Employee Ben Expense | 4,849.91 | 5,458.00 | 56,195.62 | 63,146.00 | 68,600.00 |
| 51400 · Payroll Expenses - Taxes, etc | | | | | |
| 51410 · FICA and Medicare | 1,155.22 | 1,062.00 | 13,333.02 | 12,742.00 | 13,800.00 |
| 51420 · SUI and ETT | 123.54 | 192.00 | 2,525.25 | 2,112.00 | 2,300.00 |
| 51430 · Medical Testing | 0.00 | 77.00 | 835.00 | 847.00 | 920.00 |
| Total 51400 · Payroll Expenses - Taxes, etc | 1,278.76 | 1,331.00 | 16,693.27 | 15,701.00 | 17,020.00 |
| Total 50010 · Payroll - All Expenses | 21,420.04 | 21,833.00 | 248,605.21 | 258,195.00 | 280,020.00 |
| 52000 · Operational Expenses | | | | | |
| 53000 · Facilities, Wells, Trans, Dist | | | | | |
| 53110 · Lab Fees | 315.00 | 1,758.00 | 6,020.00 | 19,338.00 | 21,100.00 |
| 53120 · Site Maintenance | 45.00 | 125.00 | 15,185.30 | 1,375.00 | 1,500.00 |
| 53130 · Meters | 0.00 | 625.00 | 9,616.66 | 6,875.00 | 7,500.00 |
| 53140 · Generator Service Contract | 0.00 | 117.00 | 2,001.07 | 1,287.00 | 1,400.00 |
| 53150 · Median Maintenance | 0.00 | 500.00 | 2,600.00 | 5,500.00 | 6,000.00 |
| 53160 · Utilities - Wells | 0.00 | 9,167.00 | 84,634.43 | 100,837.00 | 110,000.00 |
| 53170 · SCADA (no ongoing contract) | 533.93 | 600.00 | 2,782.51 | 6,600.00 | 7,200.00 |
| 53180 · Line Maint and Repair Contract | 7,738.00 | 17,350.00 | 217,654.00 | 190,850.00 | 208,200.00 |
| 53190 · Line Maint and Repair Materials | 1,342.97 | 7,500.00 | 79,604.88 | 82,500.00 | 90,000.00 |
| 53210 · Well Maintenance | | | | | |
| 53215 · Chemicals | 905.57 | 292.00 | 5,102.55 | 3,212.00 | 3,500.00 |
| 53210 · Well Maintenance - Other | 500.00 | 625.00 | 44,136.92 | 6,875.00 | 7,500.00 |
| Total 53210 · Well Maintenance | 1,405.57 | 917.00 | 49,239.47 | 10,087.00 | 11,000.00 |
| 53300 · Security | | | | | |
| 53330 · Crime Prevention (PSI & V) | 0.00 | | 2,676.68 | | |
| 53350 · Alarms | | | | | |
| 53355 · Alarm Phones | 110.53 | 58.00 | 1,162.42 | 638.00 | 700.00 |
| 53350 · Alarms - Other | 0.00 | | 525.30 | | |
| Total 53350 · Alarms | 110.53 | 58.00 | 1,687.72 | 638.00 | 700.00 |
| 53380 · Materials | 0.00 | 42.00 | 864.72 | 462.00 | 500.00 |
| 53390 · Audio Alarm (cont exp xx) | 241.12 | 225.00 | 2,151.12 | 2,475.00 | 2,700.00 |
| 53410 · Video Eq Lease (exp xx/x) | 724.00 | 742.00 | 7,964.00 | 8,162.00 | 8,900.00 |
| 53300 · Security - Other | 0.00 | | 975.50 | | |
| Total 53300 · Security | 1,075.65 | 1,067.00 | 16,319.74 | 11,737.00 | 12,800.00 |
| 53610 · Engineering Services | 0.00 | 1,000.00 | 28,881.55 | 11,000.00 | 12,000.00 |

Cabazon Water District
Profit & Loss Budget Performance
May 2015

| | May 15 | Budget | Jul '14 - May 15 | YTD Budget | Annual Budget |
|---|------------------|------------------|-------------------|-------------------|-------------------|
| 55131 · Meter Reading | 0.00 | | 0.00 | | |
| Total 53000 · Facilities, Wells, Trans, Di | 12,456.12 | 40,726.00 | 514,539.61 | 447,986.00 | 488,700.00 |
| 54000 · Utilities - Office | | | | | |
| 54110 · Electricity | 799.72 | 1,000.00 | 11,147.42 | 11,000.00 | 12,000.00 |
| 54120 · Gas | 39.51 | 75.00 | 561.03 | 825.00 | 900.00 |
| 54130 · Telephone | 770.92 | 750.00 | 8,223.75 | 8,250.00 | 9,000.00 |
| 54140 · Sanitation | 350.38 | 275.00 | 3,854.18 | 3,025.00 | 3,300.00 |
| Total 54000 · Utilities - Office | 1,960.53 | 2,100.00 | 23,786.38 | 23,100.00 | 25,200.00 |
| 55000 · Office Expenses | | | | | |
| 55110 · Water Billing System | 620.58 | 250.00 | 2,154.58 | 2,750.00 | 3,000.00 |
| 55120 · Supplies & Equipment | 0.00 | 717.00 | 7,673.85 | 7,887.00 | 8,600.00 |
| 55130 · Copier and Supplies | 489.25 | 635.00 | 6,582.31 | 6,985.00 | 7,620.00 |
| 55140 · Dues & Subscriptions | 0.00 | 50.00 | 1,035.00 | 550.00 | 600.00 |
| 55150 · Postage | 365.42 | 750.00 | 5,832.27 | 8,250.00 | 9,000.00 |
| 55160 · Printing & Publications | 552.50 | 208.00 | 1,929.01 | 2,288.00 | 2,500.00 |
| 55180 · Computer Services | 4,369.13 | 2,583.00 | 46,974.65 | 28,413.00 | 31,000.00 |
| 55190 · Office/Radio | 0.00 | | 1,560.00 | | |
| 55200 · Office Storage | 0.00 | | 1,000.00 | | |
| 55000 · Office Expenses - Other | 500.00 | | 1,500.00 | | |
| Total 55000 · Office Expenses | 6,896.88 | 5,193.00 | 76,241.67 | 57,123.00 | 62,320.00 |
| 55340 · EQUIPMENT RENTAL | | | | | |
| 56800 · General Liability Insurance | 1,711.19 | 2,000.00 | 18,823.09 | 22,000.00 | 24,000.00 |
| Total 55340 · EQUIPMENT RENTAL | 1,711.19 | 2,000.00 | 18,823.09 | 22,000.00 | 24,000.00 |
| 56000 · Support Services | | | | | |
| 56200 · Temporary Labor | 0.00 | | 1,940.25 | | |
| 56300 · Financial Audit (through 20x | 7,829.00 | 2,650.00 | 34,322.00 | 29,150.00 | 31,800.00 |
| 56400 · Accounting (monthly contrac | 1,891.25 | 1,917.00 | 13,899.61 | 21,087.00 | 23,000.00 |
| 56500 · Legal Services | 0.00 | 4,167.00 | 96,012.51 | 45,837.00 | 50,000.00 |
| 56600 · Bank Service Charges | 8.00 | 200.00 | 1,491.93 | 2,200.00 | 2,400.00 |
| 56700 · Payroll Service | 230.40 | 208.00 | 2,884.05 | 2,288.00 | 2,500.00 |
| Total 56000 · Support Services | 9,958.65 | 9,142.00 | 150,550.35 | 100,562.00 | 109,700.00 |
| 57000 · Training/Travel | | | | | |
| 57110 · Seminars/Training | 0.00 | 792.00 | 3,780.00 | 8,712.00 | 9,500.00 |
| 57120 · Travel and Meals | 506.16 | 762.00 | 7,148.34 | 8,382.00 | 9,140.00 |
| Total 57000 · Training/Travel | 506.16 | 1,554.00 | 10,928.34 | 17,094.00 | 18,640.00 |
| 57800 · DHPD Operational Expenses | | | | | |
| 57810 · Operating Expenses - DHPO | 0.00 | | 3,954.77 | | |
| 57820 · Legal Services - DHPO | 0.00 | | 2,112.50 | | |
| Total 57800 · DHPD Operational Expens | 0.00 | | 6,067.27 | | |
| 58000 · Other Fees | | | | | |
| 58110 · Riverside County Fees | 0.00 | 425.00 | 405.39 | 4,675.00 | 5,100.00 |
| 58120 · State Water fees | 0.00 | 958.00 | 6,244.08 | 10,538.00 | 11,500.00 |
| 58000 · Other Fees - Other | 0.00 | | 1,110.84 | | |
| Total 58000 · Other Fees | 0.00 | 1,383.00 | 7,760.31 | 15,213.00 | 16,600.00 |

Cabazon Water District Profit & Loss Budget Performance

May 2015

| | May 15 | Budget | Jul '14 - May 15 | YTD Budget | Annual Budget |
|--|------------------|-------------------|---------------------|---------------------|---------------------|
| 59000 · Service Tools & Equipment | | | | | |
| 59110 · Shop Supplies and Small To | 140.80 | 208.00 | 337.91 | 2,288.00 | 2,500.00 |
| 59120 · Vehicle Fuel | 246.93 | 1,500.00 | 12,409.84 | 16,500.00 | 18,000.00 |
| 59130 · Employee Uniforms | 0.00 | 125.00 | 1,027.76 | 1,375.00 | 1,500.00 |
| 59150 · Tractor Expenses | 0.00 | 125.00 | 3,700.04 | 1,375.00 | 1,500.00 |
| 59160 · Backhoe Fuel | 250.98 | 83.00 | 5,242.33 | 913.00 | 1,000.00 |
| 59170 · Equipment Rental | 0.00 | | 0.00 | 0.00 | 0.00 |
| 59180 · Service Trucks - Repair and | 608.38 | 750.00 | 7,196.75 | 8,250.00 | 9,000.00 |
| 59190 · Water Ops Cell Phone/ Intern | 188.87 | 192.00 | 1,880.70 | 2,112.00 | 2,300.00 |
| 59210 · Water Ops Computer Interne | 60.61 | 125.00 | 605.80 | 1,375.00 | 1,500.00 |
| 59220 · Communications | 0.00 | 42.00 | 0.00 | 462.00 | 500.00 |
| 59000 · Service Tools & Equipment | 0.00 | | 1,008.27 | | |
| Total 59000 · Service Tools & Equipme | 1,496.57 | 3,150.00 | 33,409.40 | 34,650.00 | 37,800.00 |
| Total 52000 · Operational Expenses | 34,986.10 | 65,248.00 | 842,106.42 | 717,728.00 | 782,960.00 |
| 61000 · Non-Operating Expenses | | | | | |
| 61150 · Returned Checks | (40.00) | | (391.27) | | |
| 61160 · Grant/Loan Processing Fee | 0.00 | 100.00 | 1,325.00 | 1,100.00 | 1,200.00 |
| 61170 · DWR Interest on Loans | 0.00 | 1,250.00 | 10,828.34 | 13,750.00 | 15,000.00 |
| 61180 · DHPO Interest Expense | 0.00 | 1,475.00 | 12,838.56 | 16,225.00 | 17,700.00 |
| 61190 · Bad Debt Expense | 7,158.34 | | 7,158.34 | | |
| 61220 · Reconciliation Discrepancies | 0.00 | | (1,512.31) | | |
| 61230 · Elm St. Property | 0.00 | | 9,070.00 | | |
| 61240 · Miscellaneous | 73.78 | 833.00 | 2,287.66 | 9,163.00 | 10,000.00 |
| 61250 · Image Consultant | 0.00 | 167.00 | 552.50 | 1,837.00 | 2,000.00 |
| Total 61000 · Non-Operating Expenses | 7,192.12 | 3,825.00 | 42,156.82 | 42,075.00 | 45,900.00 |
| 65000 · Depreciation and Amortization | | | | | |
| 65110 · Depreciation | 22,189.00 | 20,258.00 | 244,079.00 | 222,838.00 | 243,100.00 |
| Total 65000 · Depreciation and Amortizati | 22,189.00 | 20,258.00 | 244,079.00 | 222,838.00 | 243,100.00 |
| Total Expense | 85,787.26 | 111,164.00 | 1,376,947.45 | 1,240,836.00 | 1,351,980.00 |
| Net Ordinary Income | 50,707.75 | 21,959.00 | (132,236.16) | (10,283.00) | 12,200.00 |
| | 50,707.75 | 21,959.00 | (132,236.16) | (10,283.00) | 12,200.00 |

PRELIMINARY

**Cabazon Water District
Preliminary Proposed Budget
FYE 06/30/2016**

| | Estimated TOTAL | FYE 06/30/2015 Budget | Preliminary Proposed Budget 06 30 2016 |
|---|---------------------|-----------------------------|---|
| Ordinary Income/Expense | | | |
| Income | | | |
| 41000 · Operating Income | | | |
| 41100 · Base Rate - Water Bills | 1,120,508.68 | 1,136,900.00 | 1,177,000.00 |
| 41220 · Fire Sales - Water Bills | 2,880.00 | 2,880.00 | 2,880.00 |
| 41240 · Meter Install and Removal | 0.00 | 0.00 | 0.00 |
| 41310 · Penalty Fees - Water Bills | 33,347.79 | 28,000.00 | 33,000.00 |
| 41320 · Lien Reinstatement Fees | 300.00 | 0.00 | 0.00 |
| 41330 · New Account Fees - Water Bills | 2,135.00 | 0.00 | 0.00 |
| 41360 · Incident Fee - Water Bills | 290.00 | 0.00 | 0.00 |
| 41370 · Returned Check Fees | 510.00 | 0.00 | 0.00 |
| 41400 · Basic Facilities Fee | 8,020.00 | 0.00 | 0.00 |
| 41500 · Stand By Fees - Tax Revenue | 99,374.22 | 100,000.00 | 108,000.00 |
| Total 41000 · Operating Income | 1,267,365.69 | 1,267,780.00 | 1,320,880.00 |
| 42000 · Non-Operating Income | | | |
| 42100 · Property Taxes | | | |
| 42110 · Ad Valorem - Tax Revenue | 46,770.79 | 49,000.00 | 46,000.00 |
| 42120 · Teeter Settlement Income | 10,043.75 | 12,000.00 | 10,000.00 |
| Total 42100 · Property Taxes | 56,814.54 | 61,000.00 | 56,000.00 |
| 42210 · Cell Tower Lease Income | 26,610.07 | 30,100.00 | 23,000.00 |
| 42310 · Miscellaneous Non-Operating Inc | 11,824.25 | 0.00 | 0.00 |
| 43000 · Interest Income | | | |
| 30150 · Interest Income - Savings | 0.01 | 0.00 | 0.00 |
| 43110 · Interest Inc - Gen, Trust, Payr | 16.48 | 0.00 | 0.00 |
| 43120 · Interest Income LAIF | 1,698.74 | 1,700.00 | 1,700.00 |
| 43130 · BCC Income on Note | 500.00 | 0.00 | 0.00 |
| 43140 · Interest Income - Water bills | 4,480.72 | 3,600.00 | 4,000.00 |
| 43150 · LAIF FMV Adjustment | 17.21 | 0.00 | 0.00 |
| 43160 · Interest Income - DWR | 4.36 | 0.00 | 0.00 |
| 43170 · Interest Income - Zion's Bank | 1.19 | 0.00 | 0.00 |
| Total 43000 · Interest Income | 6,718.71 | 5,300.00 | 5,700.00 |
| Total 42000 · Non-Operating Income | 101,967.57 | 96,400.00 | 84,700.00 |
| Total Income | 1,369,333.26 | 1,364,180.00 | 1,405,580.00 |
| Expense | | | |
| 50010 · Payroll - All Expenses | | | |
| 51000 · Payroll Summary | | | |
| 51050 · Directors' Fees | 12,500.00 | 14,200.00 | 14,200.00 |
| 51100 · Management and Customer Service | | | |

**Cabazon Water District
Preliminary Proposed Budget
FYE 06/30/2016**

| | Estimated TOTAL | FYE 06/30/2015 Budget | Preliminary Proposed Budget 06 30 2016 |
|--|--------------------|-----------------------------|---|
| 51120 · Customer Accounts | 36,665.28 | 35,200.00 | 41,400.00 |
| 51130 · Admin Assistant | 43,090.07 | 40,600.00 | 42,400.00 |
| 51140 · General Manager | 82,602.35 | 83,100.00 | 84,800.00 |
| Total 51100 · Management and Customer Service | 162,357.70 | 158,900.00 | 168,600.00 |
| 51200 · Water Operations | | | |
| 51210 · Meter Reader | 16,266.65 | 21,300.00 | 24,300.00 |
| Total 51200 · Water Operations | 16,266.65 | 21,300.00 | 24,300.00 |
| Total 51000 · Payroll Summary | 191,124.35 | 194,400.00 | 207,100.00 |
| 51300 · Payroll - Employee Ben Expense | | | |
| 51310 · Workers Comp. | 6,001.24 | 8,100.00 | 8,700.00 |
| 51320 · Employee Health Care | 26,522.51 | 28,200.00 | 30,700.00 |
| 51330 · Pension | 28,652.30 | 32,300.00 | 35,000.00 |
| Total 51300 · Payroll - Employee Ben Expense | 61,176.05 | 68,600.00 | 74,400.00 |
| 51400 · Payroll Expenses - Taxes, etc | | | |
| 51410 · FICA and Medicare | 14,812.97 | 13,800.00 | 15,800.00 |
| 51420 · SUI and ETT | 2,764.23 | 2,300.00 | 2,800.00 |
| 51430 · Medical Testing | 920.00 | 920.00 | 920.00 |
| Total 51400 · Payroll Expenses - Taxes, etc | 18,497.20 | 17,020.00 | 19,520.00 |
| Total 50010 · Payroll - All Expenses | 270,797.60 | 280,020.00 | 301,020.00 |
| 52000 · Operational Expenses | | | |
| 53000 · Facilities, Wells, Trans, Dist | | | |
| 53110 · Lab Fees | 6,680.00 | 21,100.00 | 8,180.00 |
| 53120 · Site Maintenance | 23,140.30 | 1,500.00 | 24,000.00 |
| 53130 · Meters | 9,616.66 | 7,500.00 | 10,000.00 |
| 53140 · Generator Service Contractor | 2,001.07 | 1,400.00 | 2,000.00 |
| 53150 · Median Maintenance | 2,600.00 | 6,000.00 | 6,000.00 |
| 53160 · Utilities - Wells | 103,234.43 | 110,000.00 | 105,000.00 |
| 53170 · SCADA (no ongoing contract) | 2,782.51 | 7,200.00 | 4,800.00 |
| 53180 · Line Maint and Repair Cont | 237,916.00 | 208,200.00 | 150,000.00 |
| 53190 · Line Maint and Repair Materials | 90,261.91 | 90,000.00 | 80,000.00 |
| 53210 · Well Maintenance | | | |
| 53215 · Chemicals | 5,196.98 | 3,500.00 | 6,200.00 |
| 53210 · Well Maintenance - Other | 44,136.92 | 7,500.00 | 7,500.00 |
| Total 53210 · Well Maintenance | 49,333.90 | 11,000.00 | 13,700.00 |
| 53300 · Security | | | |
| 53330 · Crime Prevention (PSI & Verizon) | 2,676.68 | 0.00 | 0.00 |
| 53350 · Alarms | | | |
| 53355 · Alarm Phones | 1,272.95 | 700.00 | 1,320.00 |

**Cabazon Water District
Preliminary Proposed Budget
FYE 06/30/2016**

| | Estimated TOTAL | FYE 06/30/2015 Budget | Preliminary Proposed Budget 06 30 2016 |
|--|--------------------|-----------------------------|---|
| 53350 · Alarms - Other | 1,050.30 | 0.00 | 1,050.00 |
| Total 53350 · Alarms | 2,323.25 | 700.00 | 2,370.00 |
| 53380 · Materials | 1,174.25 | 500.00 | 500.00 |
| 53390 · Audio Alarm (cont exp xx/xx) | 2,292.00 | 2,700.00 | 2,700.00 |
| 53410 · Video Eq Lease (exp xx/xx) | 8,688.00 | 8,900.00 | 8,900.00 |
| 53300 · Security - Other | 1,290.29 | 0.00 | 0.00 |
| Total 53300 · Security | 18,444.47 | 12,800.00 | 14,470.00 |
| 53610 · Engineering Services | 28,881.55 | 12,000.00 | 29,000.00 |
| 55131 · Meter Reading | 0.00 | | 0.00 |
| Total 53000 · Facilities, Wells, Trans, Dist | 574,892.80 | 488,700.00 | 447,150.00 |
| 54000 · Utilities - Office | | | |
| 54110 · Electricity | 12,347.70 | 12,000.00 | 12,000.00 |
| 54120 · Gas | 621.52 | 900.00 | 900.00 |
| 54130 · Telephone | 8,992.83 | 9,000.00 | 9,000.00 |
| 54140 · Sanitation | 4,009.56 | 3,300.00 | 4,000.00 |
| Total 54000 · Utilities - Office | 25,971.61 | 25,200.00 | 25,900.00 |
| 55000 · Office Expenses | | | |
| 55110 · Water Billing System | 2,154.58 | 3,000.00 | 3,000.00 |
| 55120 · Supplies & Equipment | 7,813.37 | 8,600.00 | 8,600.00 |
| 55130 · Copier and Supplies | 7,618.06 | 7,620.00 | 7,620.00 |
| 55140 · Dues & Subscriptions | 1,035.00 | 600.00 | 1,000.00 |
| 55150 · Postage | 6,969.03 | 9,000.00 | 9,000.00 |
| 55160 · Printing & Publications | 1,929.01 | 2,500.00 | 2,500.00 |
| 55180 · Computer Services | 51,974.65 | 31,000.00 | 33,000.00 |
| 55191 · Office/Radio | 1,560.00 | 0.00 | 1,200.00 |
| 55200 · Storage | 3,000.00 | 0.00 | 6,000.00 |
| Total 55000 · Office Expenses | 84,053.70 | 62,320.00 | 71,920.00 |
| 55340 · EQUIPMENT RENTAL | | | |
| 56000 · Support Services | | | |
| 56200 · Temporary Labor | 1,940.25 | 0.00 | 0.00 |
| 56300 · Financial Audit (through 20xx) | 35,493.00 | 31,800.00 | 21,000.00 |
| 56400 · Accounting (monthly contract) | 14,899.61 | 23,000.00 | 21,600.00 |
| 56500 · Legal Services | 110,012.51 | 50,000.00 | 100,000.00 |
| 56600 · Bank Service Charges | 1,743.93 | 2,400.00 | 2,400.00 |
| 56700 · Payroll Service | 3,106.31 | 2,500.00 | 3,500.00 |
| 56800 · General Liability Insurance | 20,534.28 | 24,000.00 | 24,000.00 |
| Total 56000 · Support Services | 208,264.17 | 133,700.00 | 172,500.00 |
| 57000 · Training/Travel | | | |

**Cabazon Water District
Preliminary Proposed Budget
FYE 06/30/2016**

| | Estimated TOTAL | FYE 06/30/2015 Budget | Preliminary Proposed Budget 06 30 2016 |
|---|---------------------|-----------------------------|---|
| 57110 · Seminars/Training | 3,780.00 | 9,500.00 | 9,500.00 |
| 57120 · Travel and Meals | 7,180.40 | 9,140.00 | 9,140.00 |
| Total 57000 · Training/Travel | 10,960.40 | 18,640.00 | 18,640.00 |
| 57800 · DHPD Operational Expenses | | | |
| 57810 · Operating Expenses - DHPO | 3,954.77 | | 0.00 |
| 57820 · Legal Services - DHPO | 2,112.50 | | 0.00 |
| Total 57800 · DHPD Operational Expenses | 6,067.27 | | 0.00 |
| 58000 · Other Fees | | | |
| 58110 · Riverside County Fees | 405.39 | 5,100.00 | 5,100.00 |
| 58120 · State Water fees | 16,199.79 | 11,500.00 | 11,500.00 |
| 58000 · Other Fees - Other | 2,540.84 | | |
| Total 58000 · Other Fees | 19,146.02 | 16,600.00 | 16,600.00 |
| 59000. · Service Tools & Equipment | | | |
| 59110 · Shop Supplies and Small Tools | 337.91 | 2,500.00 | 2,500.00 |
| 59120 · Vehicle Fuel | 15,045.10 | 18,000.00 | 18,000.00 |
| 59130 · Employee Uniforms | 1,027.76 | 1,500.00 | 1,500.00 |
| 59150 · Tractor Expenses | 3,735.42 | 1,500.00 | 1,500.00 |
| 59160 · Backhoe Fuel | 5,279.00 | 1,000.00 | 5,000.00 |
| 59180 · Service Trucks - Repair and Mtn | 7,463.83 | 9,000.00 | 9,000.00 |
| 59190 · Water Ops Cell Phone/ Internet | 2,254.49 | 2,300.00 | 2,300.00 |
| 59210 · Water Ops Computer Internet | 725.80 | 1,500.00 | 1,500.00 |
| 59000. · Service Tools & Equipment - Other | 1,014.76 | 500.00 | 500.00 |
| Total 59000. · Service Tools & Equipment | 36,884.07 | 37,800.00 | 41,800.00 |
| Total 52000 · Operational Expenses | 966,240.04 | 782,960.00 | 794,510.00 |
| 61000 · Non-Operating Expenses | | | |
| 61150 · Returned Checks | 0.00 | 0.00 | 0.00 |
| 61160 · Grant/Loan Processing Fee | 1,325.00 | 2,000.00 | 2,000.00 |
| 61170 · DWR Interest on Loans | 14,520.31 | 15,000.00 | 14,000.00 |
| 61180 · DHPO Interest Expense | 17,266.31 | 17,700.00 | 16,500.00 |
| 61190 · Bad Debt Expense | 7,013.10 | 1,200.00 | 1,200.00 |
| 61230 · Elm St. Property | 9,070.00 | 0.00 | 0.00 |
| 61240 · Miscellaneous | 2,287.66 | 10,000.00 | 9,950.00 |
| 61250 · Image Consultant | 552.50 | 0.00 | 0.00 |
| Total 61000 · Non-Operating Expenses | 52,034.88 | 45,900.00 | 43,650.00 |
| 65000 · Depreciation and Amortization | | | |
| 65110 · Depreciation | 266,268.00 | 243,100.00 | 266,400.00 |
| Total 65000 · Depreciation and Amortization | 266,268.00 | 243,100.00 | 266,400.00 |
| Total Expense | 1,534,806.24 | 1,351,980.00 | 1,405,580.00 |

**Cabazon Water District
Preliminary Proposed Budget
FYE 06/30/2016**

| | Estimated TOTAL | FYE 06/30/2015 Budget | Preliminary Proposed Budget 06 30 2016 |
|-----------------------|--------------------|-----------------------------|---|
| Net Ordinary Income | (165,472.98) | 12,200.00 | 0.00 |
| Other Income/Expense | | | |
| Other Expense | | | |
| 60000 · FEMA Expenses | 8,512.60 | 0.00 | 0.00 |
| Total Other Expense | 8,512.60 | 0.00 | 0.00 |
| Net Other Income | (8,512.60) | 0.00 | 0.00 |
| Net Income | (173,985.58) | 12,200.00 | 0.00 |

Monday, June 15, 2015 Regular Board Meeting

Website Developer proposals – review and selection

At-A-Glance Proposal List:

- **Thetford Web Development – Stacy Thetford: (760) 902-2842**
- **Streamline – Sloane Dell’Orto: (916) 900-6619**
- **Vision Internet – Reed McGinnis: (805) 637-8165**
- **New Angle Media – Jack Riedel: (602) 840-5530 xt 308**
- **Expletus Group, Inc. – Gregorio Sandoval: (213) 924-1217**



Thank you for the opportunity to allow us to provide a proposal for your website project. In order to provide you with an accurate quote, I did contact the District's water billing software vendor Continental Utility Solutions, Inc. They have all of the tools necessary to provide your customer's with account access. You would need to update your services with them (additional fees may be required) and they will provide a web portal that they would set up to coordinate with the design of the website that we create for you. We would then just add a link to that portal from your website, and the customer will feel like it is a seamless transition.

Introduction to TWD

Thetford Web Development, Inc. (TWD) is a full service website development company locally owned and operated in Riverside County in Rancho Mirage, California. We are a leading firm that focuses on providing exception value, quality and excellent customer service. While we take great pride in how our websites look, we take even greater pride in making sure they meet our clients' goals and are user-friendly for their customers.

Stacy Thetford

President/Founder
stacy@twdmail.com
Direct: 760-902-2842

As President & Founder of Thetford Web Development, Stacy ensures all projects are held to the highest standards of excellence. She has been in the web development business since 1999 and draws heavily from her more than eleven years of senior management experience while working for The Ritz-Carlton Hotel Company. Her winning personality, determination and customer service minded/result-oriented approach makes Stacy a favorite among clients and everyone she comes in contact with. The Palm Desert Area Chamber of Commerce honored Stacy as Business Person of the Year in 2011.

Erin Salerno

Operations Manager
erin@twdmail.com
Direct: 760-904-4789

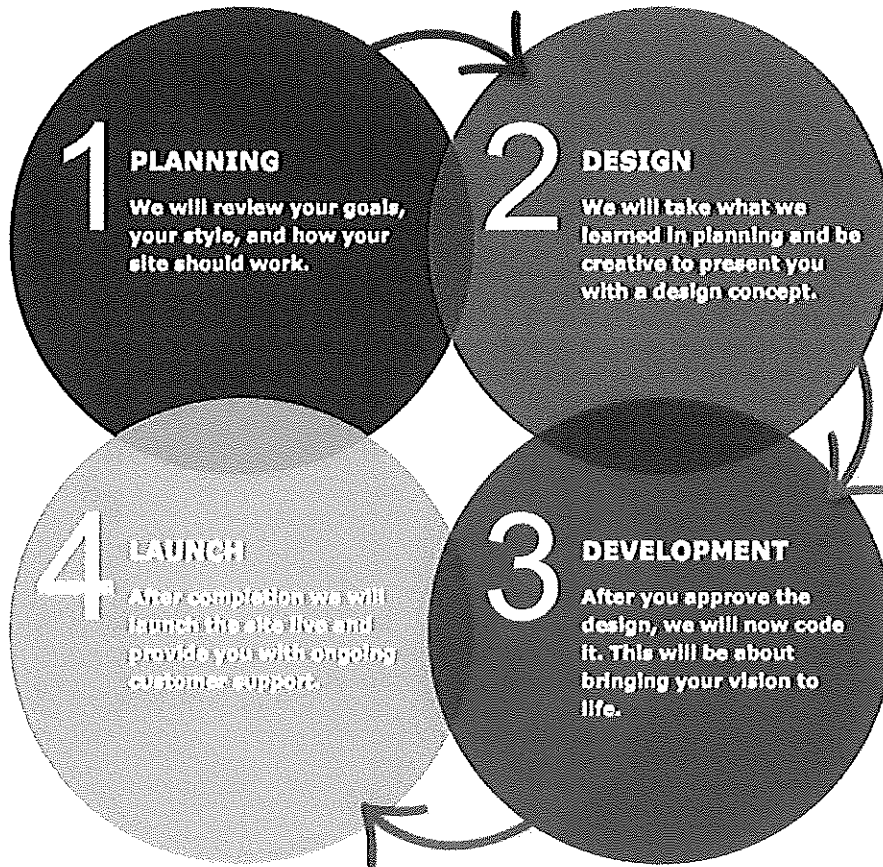
Erin oversees the day-to-day operations managing new accounts and our customer service team. Bringing over 12 years of experience in online marketing, Erin joined our team in January 2013. Through her experience in online marketing, Erin possesses great knowledge and experience in assisting customers with all of their web development and online marketing needs. Erin's approach to providing exemplary customer service allows her to excel and build strong relationships with every one of our clients.

Examples of our work can be found at <http://www.thetfordwd.com/portfolio.html> and our Client List can be found at <http://www.thetfordwd.com/clients.html>.

References:

- Ray Rodriguez – 760-217-4705
Palm Desert Area Chamber of Commerce Current Chairman of the Board and
Owner of Casuelas Café and Cork Tree Restaurant
- Patricia Lockwood, Lockwood Interiors – 760-346-4000
- Chuck Weisbart, It's In the Bag – 760-568-6400

The Process



Proposed Timeline for Website Completion

If we are notified on June 15th that we have been selected as your vendor and we receive a 50% deposit to get started we can work with your proposed timeline as follows:

Submittal of first draft – July 16, 2015

Submittal of final draft – August 10, 2015

Inaugural opening of the website earmarked for Wednesday, September 1, 2015

Custom Website Design

We will tailor the design of your site to complement your logo and colors, which will be consistent with the look and feel of your business. Our goal is to make your site easy to navigate and user-friendly for your site visitors and keep a consistent look throughout your site. We will build the site to be responsive to fit all screen sizes.

Now that we understand your goals and your vision of your site we will create an initial design for you to review. Upon approval of the design concept, we will begin the build out of your site and email progress reports with a link for you to follow along and add your input.

Your site will include the following:

- Home Page
- Directors – Bio of each Director and Contact Information
- Message from the General Manager
- Board Meetings – Notices, Agendas, Minutes, Embedded Videos
- Documents – Reports, etc.
- Water Rates
- Customer Account Access (external link to CUSI Website Portal)
- Water Conservation/Education
 - Aging Infrastructure
 - On-going Maintenance
 - Disinfection
 - Ground Water Production
- In the News – Cabazon Water in the News or Important Updates
- Helpful Links – links to other agencies and entities
- Contact Us

Included Features

Interactive Form

This form allows visitors to your site to send you information in a very user-friendly format. You can require specified information from the person wishing to send you information. This information can be sent to your company in an email.

Google Analytics

We will install Google Analytics on your site. Google Analytics is the enterprise-class web analytics solution that gives you rich insights into your website traffic and marketing effectiveness. Powerful, flexible and easy-to-use features now let you see and analyze your traffic data in an entirely new way. You will need a Google Account to view these statistics.

Optional Features

Email Marketing & Subscribe Feature

We can create a custom newsletter or email template to match your website design. This allows us to place a subscribe feature on your website, manage your subscriber list, and send out your email announcements for you. You are required to have a Constant Contact account for this set up. Pricing is as low as \$20 per month. The price varies based upon the number of contacts.

<http://www.constantcontact.com/index.jsp?pn=thetfordwebdevelopment>

Hosting

We will host your site on our high-speed Dedicated Internet server.

The dependability of our Web hosting service is one of our highest priorities. Codero is a former division of Aplus.Net has provided Internet Service Solutions since 1992.

Hosting with Codero provides us and our clients with the best possible high speed server connections, 24 hour a day professional maintenance and support, as well as our ability to upgrade or add servers as are required to handle the growth or increased traffic at our clients' web sites.



Summary

Set-up, Design and Custom Programming Fee: **\$4,500** ___ Initial to select
(Includes up to 20 pages and included features as described above)

Optional Features
Content Management: **\$800** ___ Initial to select
We will provide a password protected user-friendly web based administrative feature, which will allow you to update your website. We will include 2 hours of training. (This fee can be waived with one-year contract – see monthly options below)

Email Marketing w/Custom Designed Template
Including the first email campaign: **\$450** ___ Initial to select
Additional email campaigns using the same template would be billed at \$125 each OR you may manage these yourself and use the template as much as you want.

Monthly Hosting & Support Packages

Monthly Hosting & Support Fee:

Option Hosting Only **\$25** ___ Initial to select
▪ Hosting on our server (additional changes will be billed at \$95 an hour)
▪ This option must be paid Annually (\$300/year)

Option Hosting Include Content Management Feature **\$59** ___ Initial to select
▪ One time set up fee of \$800 is waived (requires one-year contract)
▪ Hosting on our server with the content management feature (additional support from our team will be billed at \$95 an hour)

Option 1 **\$110** ___ Initial to select OR Include content management **\$139** ___ Initial to select
▪ Hosting with ***1 Hour** of website updates/changes/support (additional changes will be billed at \$95 an hour)

Option 2 **\$190** ___ Initial to select OR Include content management **\$219** ___ Initial to select
▪ Hosting with ***2 Hours** of website updates/changes/support (additional changes will be billed at \$95 an hour)

Option 3 **\$255** ___ Initial to select OR Include content management **\$284** ___ Initial to select
▪ Hosting with ***3 Hours** of website updates/changes/support (additional changes will be billed at \$95 an hour)

Option 4 **\$340** ___ Initial to select OR Include content management **\$369** ___ Initial to select
▪ Hosting with ***4 Hours** of website updates/changes/support (additional changes will be billed at \$95 an hour)

*This time cannot be accumulated and/or carried over to other months. We also cannot fluctuate which package you use each month. You need to select the package that best fits your business needs.

Terms of Proposal

1. **PAYMENTS** – Thetford Web Development requires a 50% non-refundable deposit to begin working on your project. If you do not start your project or respond to design comps within 1 year from deposit payment, you forfeit the deposit and will not carry a credit. Our fee is calculated based on the initial information provided by the client. Should additional information arise or additional request be made, we will provide you with an additional price quote. We require the remaining balance paid prior to your site launching live. The remaining balance must be paid no later than 90 days after receiving the initial deposit. Payments should be made to:
Thetford Web Development, Inc.
71537 Highway 111, Suite N
Rancho Mirage, CA 92270
2. **TIME FRAME** – Thetford Web Development will provide services described in the proposal within 6-8 weeks after all client materials are provided unless other arrangements have been made and agreed upon.
3. **MONTHLY BILLING** – Monthly Hosting and Support invoices begin in the first month of the site launch and are sent on the 1st of every month. They are due on the 15th day of that month. Late fees apply if the account is 30 days past due. Should the monthly fee become more than 45 days past due, your site will be removed from our server until payment has been received. There will be a reinstatement fee to re-install the site on our server.
4. **SITE MAINTENANCE** – The monthly hosting and support fee includes 1 hour of changes or depends on the package you select. These requests should be provided to us in an email sent to support@twdmail.com and will be handled within three business days. This time cannot be accumulated and/or carried over to other months. Additional changes will be billed at our hourly rate of \$95, which you would be notified prior to work commencing.
5. **HOSTING** – Thetford Web Development will make every reasonable effort to host and maintain your website without interruption, except as is necessary for routine maintenance, updates and other required events. Thetford Web Development assumes no liability for loss of business or loss of profits by any client for any reason.
6. **SECURITY** - The parties expressly recognize that it is impossible to maintain flawless security, but Thetford Web Development shall take reasonable steps to prevent such security breaches, however, Client is solely responsible for preventing any password protected areas, users & passwords, administrative area, etc., from being compromised. Client is solely responsible for any damage caused by such unauthorized access, and Client indemnifies and holds Thetford Web Development harmless for any compromise of Client's security.
7. **SITE CONTENT** – The client will be responsible for proofreading all content on their website and should monitor their site regularly.
8. **CANCELLATION NOTICE** - If you decide to host your website with another provider, you must provide TWD with a written notice of 30-days in advance of cancellation. If you have waived the content management feature set up fee, you must fulfill your one-year contract.
9. **PRICING OR TERMINATION OF SERVICES** – If TWD increases their service prices or terminates their services, you will be notified 60-days prior to increase or termination.
10. **OWNERSHIP** – TWD does not own the design, content or programming that they provide as a service to the client. As long as the client has paid in full and their account is current, TWD will provide a copy of all of the files created. If the client chooses to host with another company, TWD will provide files, however it will be the responsibility of the client to install them on their new host. If special programming or set up is required due to custom programming, that is also the responsibility of the client.



I have read and agree to the terms provided above:

| | |
|--------------------------|---------------------------------------|
| Customer Name (Printed): | Calvin Louie, General Manager |
| Customer Signature: | _____ |
| Today's Date: | _____ |
| Business Name: | Cabazon Water District |
| Address: | P.O. Box 297 |
| City, State, Zip: | Cabazon, CA 92230 |
| Phone: | 951-849-4442 |
| Mobile: | _____ |
| Email: | clouie@cabazonwater.org |
| Alternate Contact: | Ellie Lemus – elemus@cabazonwater.org |



STREAMLINE

The Special District Website Engine

Response to Proposed Website RFP Cabazon Water District

We are pleased to present this proposal for your consideration. It may be quite a bit different than others you receive, as we have built an online software product specifically for special districts. It is designed to make it easier, and less expensive, for you to communicate with your community. Its features are designed to save you time and money, and to give you complete control over your site and its content—even if your staff isn't technology savvy.

We would love to provide a demo of **Streamline** to your team at your convenience, and welcome any questions you may have. We realize that our approach may be a bit different than you are expecting, as most RFPs for website development assume that someone will need to build a standalone, one-off site. However, we know that standardizing a solution for special districts leads to better technology, better service, and in the end will empower you to serve your community better.

Special districts are doing important work and we would like to partner with you to help.

Please don't hesitate to contact me with any questions:

Sloane Dell'Orto
sloane@get-streamline.com
916-900-6619

www.get-streamline.com

1. Introduction

a. Company background

Streamline: the Special District Website Engine is a software tool designed specifically for special districts. It is the creation of **Digital Deployment, Inc.**, a website development firm founded in 2004. Digital Deployment has over 150 websites on its hosting platform, many of which are special districts, municipalities and institutions. From this experience Streamline was born, a platform that empowers special districts to build a website in 20 minutes or less using a simple wizard, and gives them complete control over their content, without the need for any technical expertise.

b. Biographies of company personnel on project team

Sloane Dell'Orto, VP and Chief Strategist. Sloane's background in website development goes back to 1998, and she has extensive experience with special districts, having been part of the Mokelumne Hill Fire Protection District for over 10 years, and having worked with the town's Sanitary District, Cemetery District, Veteran's District and the county Water District (CPUD). She has been with Digital Deployment for six years and has led countless website projects.

Dennis Stevense and Ben Shell, Senior Developers, have a combined 30 years of experience building web and mobile technology, on their own and in partnership with Sloane at a previous company before coming to Digital Deployment three years ago.

Steve Worth, Lead designer, is responsible for the design of both templates and the software interface, ensuring that both are inviting for users. He has over 18 years of design experience.

Rocky Martin, Business Development Manager. Rocky has been with Digital Deployment for a year and a half, and has developed hundreds of new relationships with clients in a variety of industries. His development of our partnership with the California Special Districts Association has been critical in helping to develop software that meets the needs of special districts.

Carsen Anthonisen, VP and Account Manager. Carsen has been with Digital Deployment for over 5 years, and is responsible for client satisfaction and leads the production team.

Cole LaFrance, Project Manager. Cole has been with Digital Deployment for 3 years and is primarily responsible for making sure production tasks are accomplished on schedule.

More on our full team at <http://www.digitaldeployment.com/meet-team>

c. List of existing client examples and references

Digital Deployment has built websites on their Drupal-based platform for many clients over the years. Some examples are included here; also see

<http://www.digitaldeployment.com/portfolio> for our full portfolio.

Sacramento Regional County Sanitation District

www.regionalsan.com

Claudia Goss

Public Affairs Manager

goss@sacsewer.com

(916) 876-6058

Sacramento Area Sewer District

www.sacsewer.com

Nicole Coleman

Communications & Media Officer

colemann@sacsewer.com

(916) 876-6246

San Mateo County Mosquito and Vector Control District

www.smcmvcd.org/

Rosendo Rodriguez

rrodriguez@smcmad.org

(650) 344-8592



- d. Contact information of person submitting proposal
Sloane Dell'Orto: 916-900-6619, sloane@get-streamline.com
www.get-streamline.com | www.digitaldeployment.com

2. Project description and implementation

- a. Explanation of web development and project management processes

Streamline is our new cloud-based product built as a tool specifically to help special districts get online. As such, the whole approach is a bit different than your standard website development process: there are no “development” processes like there would be in a typical one-off website build.

All the tools you need are already developed, and are upgraded and added to over time. That way your technology is never outdated or obsolete, you have complete control over your content, and you won't ever have to rebuild your site again in the future.

Districts can subscribe to the service on a monthly basis and can cancel any time.

- b. Address any important technology information, specifications, platforms

Streamline is built using Ruby on Rails. It includes a site-building wizard, which helps you to build a basic site in about 20 minutes. It is a full content management system as well, so you'll always have complete control over your content and can add, remove or edit your content and site assets at any time.

You'll have the ability to add content to the site and then instantly email blast it out to your constituents without the need to recreate it in another system, then track the number of opens, manage your mail lists, etc..

Site analytics will be available, allowing you to track what content is most popular, how long visitors are staying on the site, where visitors are coming from, etc.

Streamline includes an in-site dashboard that helps you to publish content that helps meet the guidelines for transparency in the state of California, and track your progress right from the website. Streamline has been endorsed by the California Special Districts Association and the Special District Leadership Foundation as the only approved website product for their members.

The RFP refers to “customer access for billing, payment and payment arrangements.” It's not clear if you already have a system or are looking for one, but in any case we suggest that you do not attempt to have this custom developed, but instead simply link to a system that only does utility billing, and does it well. As we don't yet know your processes, it's hard to suggest what system might be most appropriate, but there are a few really great

ones captured in this list: <http://www.capterra.com/utility-billing-software/>

c. Communication process

Because Cabazon Water District does not currently have a website, communication throughout the process will be critical. It will also help us to learn more about your needs, which will help to improve our product. The District will be provided with a built-in helpdesk tool, a project management space for communication and collaboration during initial setup, as well as direct phone numbers for project staff.

3. Proposed timeline for website completion

- a. Submittal of first draft July 16, 2015
- b. Submittal of final draft August 10, 2015
- c. Inaugural opening of website earmarked for Wednesday, September 1 2015

The proposed timeline is acceptable, although we see no reason it couldn't be done more quickly if the District would like to be live sooner than September. That's the beauty of standardization!

4. Budget

Because Streamline is a product / service, pricing can be as low as \$200 per month, whereas a standard one-off website can cost your District many tens of thousands of dollars.

- a. Costs by production hours, tools, etc.

The subscription fee is \$400 per month, with no additional costs of any kind. Members of CSDA (California Special District Association) receive a 50% discount.

- b. Maintenance and support

Ongoing maintenance, new feature development, and unlimited in-site support are included in the cost quoted under item (a).

- c. License fees, domain names, etc.

As the District already owns a domain name we anticipate no additional costs for this.

- d. Hosting

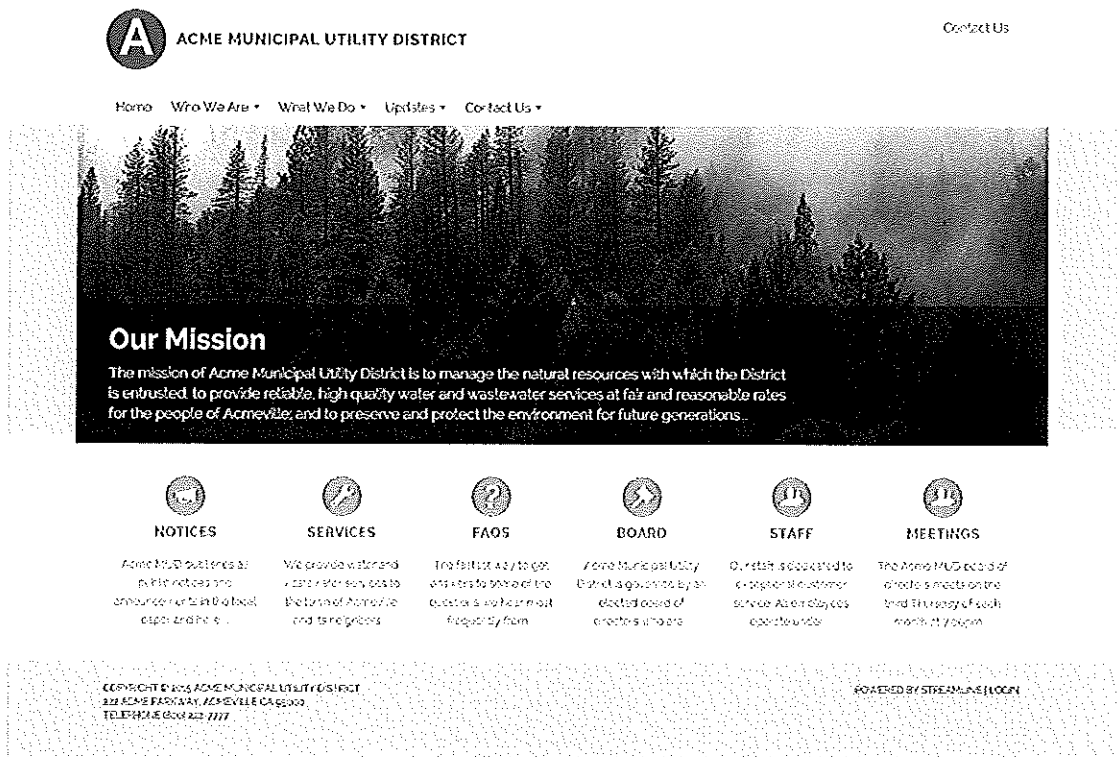
Hosting is included under the subscription fee in item (a). No additional cost.

e. Content management and training

Content management functionality is built in to the system, so there are no fees. Training of initial staff is included at no additional charge; ongoing training of new staff members will be handled via tutorials or additional consulting at an hourly rate.

f. Additional expenses

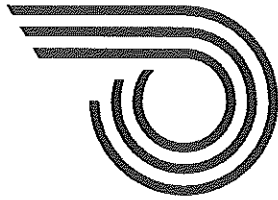
A beautiful design, including customizable colors/logo, is included at no additional charge. Example:



If Cabazon Water District desires a custom design, the cost is \$5000. Note that it is possible to build the site first, take a look and see if you like it, and then determine if a custom design is needed.

5 hours of consulting is included at no additional charge. If Cabazon Water District requires additional consulting, the fee is \$150 per hour. (We do not foresee the need for any more than 5 hours of consulting to launch the site, as the software is already built and the system includes free helpdesk ticketing and unlimited support.)

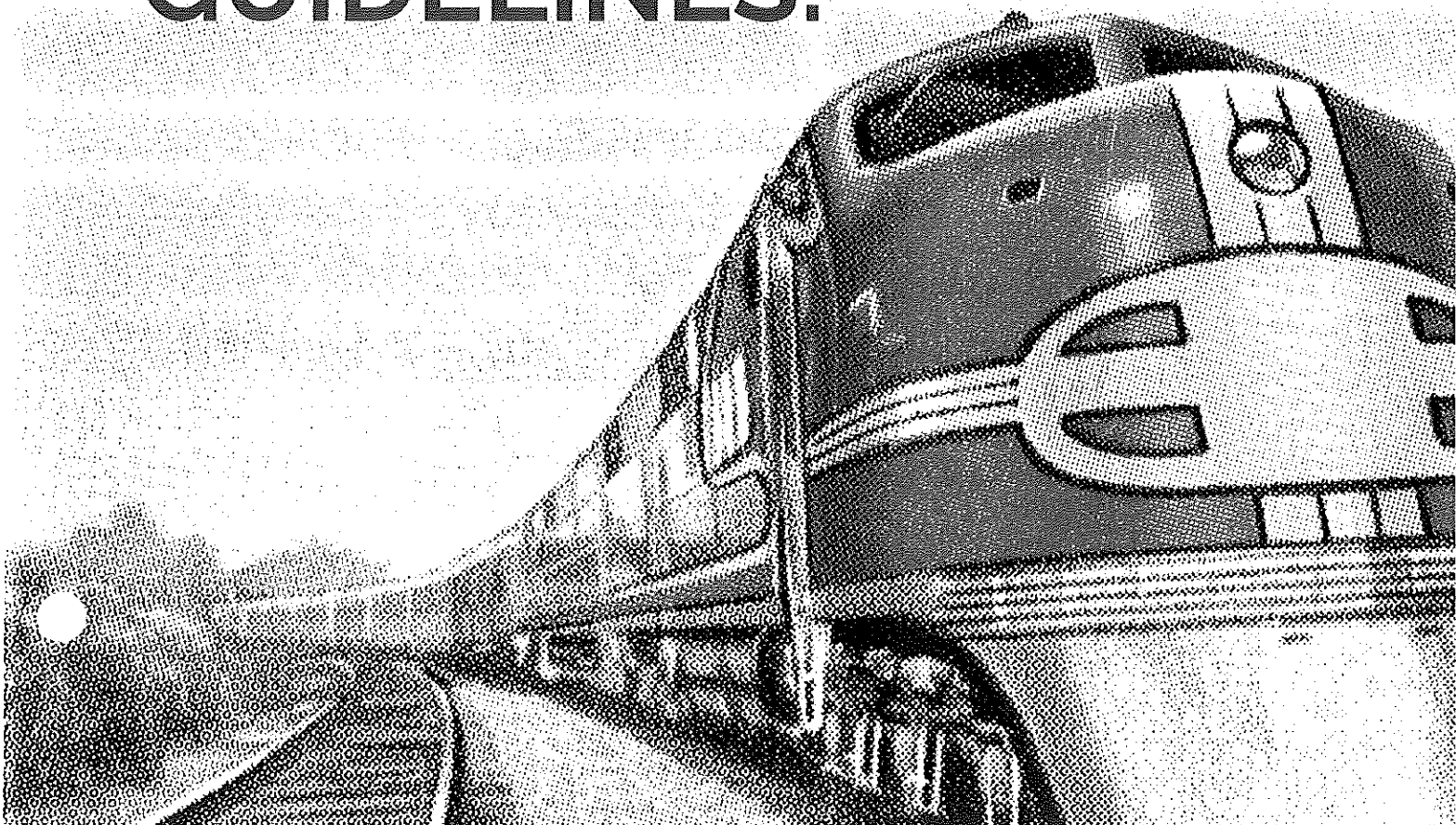
Appendix - Feature list and product brochure



STREAMLINE

The Special District Website Engine

**FINALLY, A
WEBSITE THAT
IS EASY TO USE
AND HELPS
YOU MEET
TRANSPARENCY
GUIDELINES.**





Simple to Create

Online wizard guides you through site setup, helping you collect and organize your information up-front. You'll have a website in about :20 minutes.



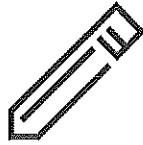
SETUP WIZARD POPULATES YOUR CORE PAGES, CREATING THE NAVIGATION AND HOME PAGE AUTOMATICALLY.



CHOOSE FROM PROFESSIONALLY DESIGNED TEMPLATES THAT CAN BE CUSTOMIZED TO FIT YOUR BRAND.



SYSTEM GENERATES A SPECIALDISTRICT.ORG DOMAIN NAME SO YOU CAN GO LIVE QUICKLY—OR YOU CAN USE YOUR OWN.



Easy to Maintain

Our flexible, powerful, easy to use content management system makes adding new content, deleting old content and creating new pages easy.



SEND EMAILS TO YOUR AUDIENCE FROM YOUR WEBSITE USING EXISTING CONTENT WITH BUNDLE & BLAST®.



OUR ROBUST SUPPORT TEAM IS HERE TO ANSWER YOUR QUESTIONS.



YOUR TECHNOLOGY WILL NEVER BE OUTDATED. WE CONTINUALLY UPDATE THE SOFTWARE.



LOW MONTHLY SUBSCRIPTION, NO UP FRONT COSTS AND NO LONG TERM COMMITMENT ELIMINATES RISK AND SAVES YOU THOUSANDS OF DOLLARS.



Streamlined Transparency

The integrated transparency dashboard helps you understand the requirements of transparency, check your progress and easily publish required content.



ADD DOCUMENTATION DIRECTLY FROM WITHIN THE DASHBOARD TO COMPLETE REQUIREMENTS.



EASILY SEE WHERE YOU ARE OUT OF COMPLIANCE AND THE STEPS YOU NEED TO COMPLETE.



BUILT IN TRANSPARENCY PAGE MAKES SURE VISITORS CAN FIND TRANSPARENCY INFORMATION QUICKLY.

SCHEDULE A FREE DEMO AT:
www.get-streamline.com



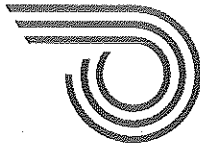
STREAMLINE

The Special District Website Engine

WEB: www.get-streamline.com

PHONE: 916.900.6619

ADDRESS: 2321 P St., First Floor, Sacramento, CA 95816



STREAMLINE

The Special District Website Engine

We are committed to empowering Special Districts to connect with their constituents in a painless, transparent manner.

Features of note

20 minutes or less: online wizard helps District collect necessary information quickly, creating a live-ready website in about 20 minutes.

Learn as you go: the wizard also acts as a tutorial, allowing the user to get comfortable with the content creation process a bit at a time.

Integrated transparency dashboard: helps Districts meet the California Special District transparency guidelines with one place to check progress, and ability to easily publish the website content required.

Full-featured CMS: flexible and powerful content management system allows users to add additional content, menu items and assets.

Unique design: logo uploader and color scheme picker allows the District to customize the site with two clicks, while the ability to add custom designs are available for advanced needs.

Domain name: automatically generated URL (e.g. www.acme.specialdistrict.org) allows District to go live without the need to buy and manage domain names, although custom domain names can also be used (e.g. www.acmemunicipaldistrict.org).

Keeping in touch: Bundle & Blast® allows District staff to push email campaigns through the site using existing content, eliminating the complexity and cost of external systems.

Technology stays current: provided as SaaS (Software as a Service), Districts will never need to upgrade software, invest in new website technology, or build a new site.

Low risk: one low monthly fee (discounted to CSDA members), no long term commitment, and no up-front cost saves tens of thousands of dollars and eliminates the need for RFPs.

creating what's next
*for the Cabazon County
Water District*



Reed McGinnis

Regional Sales Manager
805.637.8165 / 310.656.3103 fax
rmcginnis@visioninternet.com

Vision Internet

2530 Wilshire Blvd. 2nd fl
Santa Monica, CA 90403
888.263.8847

www.visioninternet.com

Date: May 11, 2015



VISION[®]
INTERNET

Innovators of
Online Government™



Cover Letter

Dear Selection Committee Members,

Thank you for the opportunity to submit a proposal for the design of the Cabazon County Water District's website. Based on the thoroughness of your RFP, we can see creating a comprehensive website designed to enhance the communication efforts of the District is a top priority. What specifically piqued our interest about your project was your stated desire to create a website that will grow with you and enable the Cabazon County Water District to continually take advantage of evolving technology. It is our goal with every enhancement to our services and technology to do just that and we would welcome the opportunity to bring "what's next" to you.

As the original innovators of online government, Vision Internet has specialized in website development since 1995. Since that time, our team has created over 600 websites for local government and public agency clients across North America. While the following proposal includes pages about our range of experience, awards won, and technology created, we know you want to know the answer to just one, simple question:

Why should the Cabazon County Water District work with Vision Internet?

- **You will receive a website built for YOU and created to be used by your unique website visitors.** Upon first read, it will appear many companies submitting proposals for your project will be able to provide the same government website development expertise. We challenge you to dig deeper. Our website portfolio spans 18 years, two countries coast-to-coast and includes a variety of projects from large urban communities (like Atlanta, Georgia) to small towns (like Dillon, Colorado). This range of experience means the Cabazon County Water District will receive expert consultation at every stage of the project from a team well versed in the challenges faced by today's water districts. We will take the time to understand your audiences and create a website based on best practices to best serve your users.
- **Your website will make you and your staff more efficient than ever.** The latest release of our government content management system, visionCMS™, was developed with input from hundreds of government communications and IT professionals from across North America. visionCMS™ includes numerous innovative features, like a drag & drop template builder and responsive design, but we're not stopping there. Technology changes daily and it's our job to bring you tomorrow's innovative government technology, today. Keeping your website up-to-date will have never been easier.
- **You will have choices.** Just as technology changes and evolves, your needs may, too. Work with a company that offers you flexibility to change over time. Host with us or host in-house. Add a maintenance plan or pay as you go. Start with one direction and change next year. We believe in relationships and will work with you to find a plan that suits your needs.
- **You will simply receive a better website.** Delivering an effective website is the sum total of many, many decisions. Our work has been recognized with hundreds of awards because we know how to get it right. **It's unlikely we will be the lowest cost option you consider. This is why.** Work with a company that will invest the necessary time to learn about your needs and provide the expert guidance to deliver.



In our accompanying proposal, we make a number of recommendations for the Cabazon County Water District's project based on the requested scope in your RFP. I look forward to talking with you soon and welcome the opportunity to clarify any questions or provide you with a personal demonstration of our capabilities.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Reed McGinnis".

Reed McGinnis
Regional Sales Manager
Vision Internet Providers



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Executive Summary

creating a vision

For nearly 20 years, Vision Internet has maintained its leadership in government website development. While most companies take a cookie-cutter approach, Vision Internet remains true to the idea that every community is unique. Through our service of nearly 700 of some of the most progressive municipalities across the United States, we developed and refined a comprehensive, research-based development process that will help us understand your goals and implement a solution that will address **your community's needs and reflect its personality**. Our approach is one of partnership, guiding you to achieve extraordinary results by creating a website that will address three governing purposes, to: 1. Serve, 2. Represent and 3. Delight the community.



Serving your community

Vision recognizes the core of a public agency's online presence is to Serve the members of their community. Since governments first went online, governments have sought to digitize a mountain of forms, policies and other paper content and get it on the web. That thought process led to cumbersome sites, often with thousands of pages of dated content that confounds residents and challenges site administrators to keep content current and relevant. If residents can't readily find the information they seek - quickly and easily and on the device of their choice - their opinion of their district administration can understandably be affected.

Vision Internet takes the core purpose of serving your community seriously. We will ensure that your residents' needs are quickly addressed by:

- Advising you on the latest trends in content strategy,
- Analyzing the way residents access your current site, and
- Consulting with you to ensure these needs guide the design process.

We feel that quality and design are necessary components to ensure your community is well served. At Vision, we will work with you determine and meet your community's specific needs.

Representing your community

In addition to providing basic services, many of our customers are recognizing that their website can become an indispensable part of their overall communications strategy. Years ago, the concept of "branding" was rarely discussed. However, as residents expect more from their district's online presence, many Vision clients are seizing the opportunity to use their website to brand their community, its leaders and their individual agencies and departments.



- **Your Community** – Use of bold graphics and full resolution imagery to convey the identity of your community. Vision clients leverage the flexibility of the CMS to change out homepage backgrounds to reflect their community's seasonal identity. We can highlight the economic and cultural identity of your district to residents, visitors and businesses.
- **Your Leadership** – Your elected officials are looking for ways to connect with constituents and have a non-mediated voice to the community. Vision sites are innovating ways for your leaders to use the website as an important, and unfiltered, mode of communicating directly to the residents.
- **Your Agency** – Create an identity for your agencies and their missions. Leverage our visionCMS's ability to individualize the design of your department's subsite, while adhering to the overall style and approval structure of the larger site.

“The new website represents our city well and helps us tell our story to visitors and citizens alike.”

Don Tracy, City of Cedar Park

Delighting your Community

Certainly, many residents' interactions with the district can be far less than "delightful". Paying a fee, applying for a permit, or filling out an application can hardly be described as a pleasant experience. However, when a resident finds a website that is streamlined and can be accessed on their terms, the seeds of delight are planted. Vision Internet's process and functionality is ever-mindful of the resident, delivering a solution to keep content current, relevant and easily-accessible via:

- **A delightful mobile experience** – Vision was the first to bring mobile responsive design to government websites. Many of your residents want information right now, at the point of need, which means it should be equally easy to find and understand information on phones and tablets as it is on a computer.
- **A delightful visual experience** – When complete, your website will have a stunning design that reflects your community and your visitors will easily find what they are looking for. We will organize your information by audience, topic, service, and/or department, create multiple paths to information, and implement a site search tool.
- **A delightful interactive experience** - The website will include advanced interactive components for navigating special types of content like news, events, and directories. It will improve outreach with tools like eNotification and Web 2.0 features like RSS Feeds, Social Media Integration, and Bookmark and Share.
- **A delightful CMS experience** - To empower staff, reduce administration time, and give you complete control we will implement our advanced content management system - visionCMS™. With one click access to regularly used features and individualized workspaces, your staff will have complete control over their online experience.



A Partner that supports you in a changing world

Vision Internet clients are our Partners. Our partnership does not end when the website is launched, rather that signals the beginning of the relationship. To best serve our Client-Partners, we have to help them adapt to the increasing tempo of change. Your site is dynamic; your mission and priorities can change daily. In this environment, our clients realize they can no longer keep their site static for 4-5 years between redesigns while resident expectations increase and technology evolves.

Vision can provide you with tools which evolve to meet the challenges of tomorrow and advice on how to address emerging trends. We impart our expertise and best practices to ensure your site meets the challenges of today and tomorrow, by remaining innovative in our technology and approach. However, we do not innovate alone, and we realize another key aspect of staying ahead is to draw from others that share your same challenges on a daily basis. To meet that need for our Partners, Vision has built and maintains an active user community of hundreds of the most progressive cities in the US. Our Client Partners interact via our online forums and regional live user groups to share ideas, best practices and "pro tips" with their peers. Since our user community all work on a common Software-as-a-Service platform, attainable innovation is achieved daily, and our visionCMS, the most flexible CMS in the industry for the government market, allows our clients to respond to an environment of change.

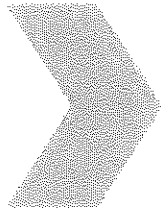
visionCMS™

visionCMS™ was created from the ground up to be the most flexible CMS available to meet the government mission. It allows non-technical staff from different departments to maintain their own content while preserving consistency throughout the site. Its intuitive editor allows staff to incorporate text, images, documents, and links. Further, visionCMS™ allows you to control the delegation of authority. You can define the content that editors can update and the tasks they can perform. With the optional Approval Cycle, you can create any number of custom workflows that are unique on a per-department and/or type of content basis. This level of control and flexibility is unmatched in the industry. The system scales to support any size community: You are allowed unlimited users, pages, and categories.

Ongoing Support

Additionally, our visionLive™ subscription maintenance plan keeps you covered long-term, by including unlimited technical support, system upgrades and hosting for one set subscription fee. As technology advances, we will continue to lead the industry in flexibility and functionality with monthly release cycles to continually enhance the functionality of the visionCMS. Flexibility is engrained in everything we do, so as an alternative, you are still free to host the website in-house or with a third-party provider. No matter how you would like to engage with us for ongoing service, we have a plan that will work for you! It is this commitment to service, coupled with our industry expertise, creativity, and advanced technology that will produce a remarkable website for the District and its users.

Vision would very much like to work with your team to Serve, Represent and Delight your community as your partner. We would welcome the opportunity to leverage our expertise, library of best practices and industry-leading tools to architect and support your website for many years to come. Thank you for the opportunity to offer this proposal and please do not hesitate to ask for any required clarification or additional information that will assist your evaluation of potential partners.



Introduction

creating what's next

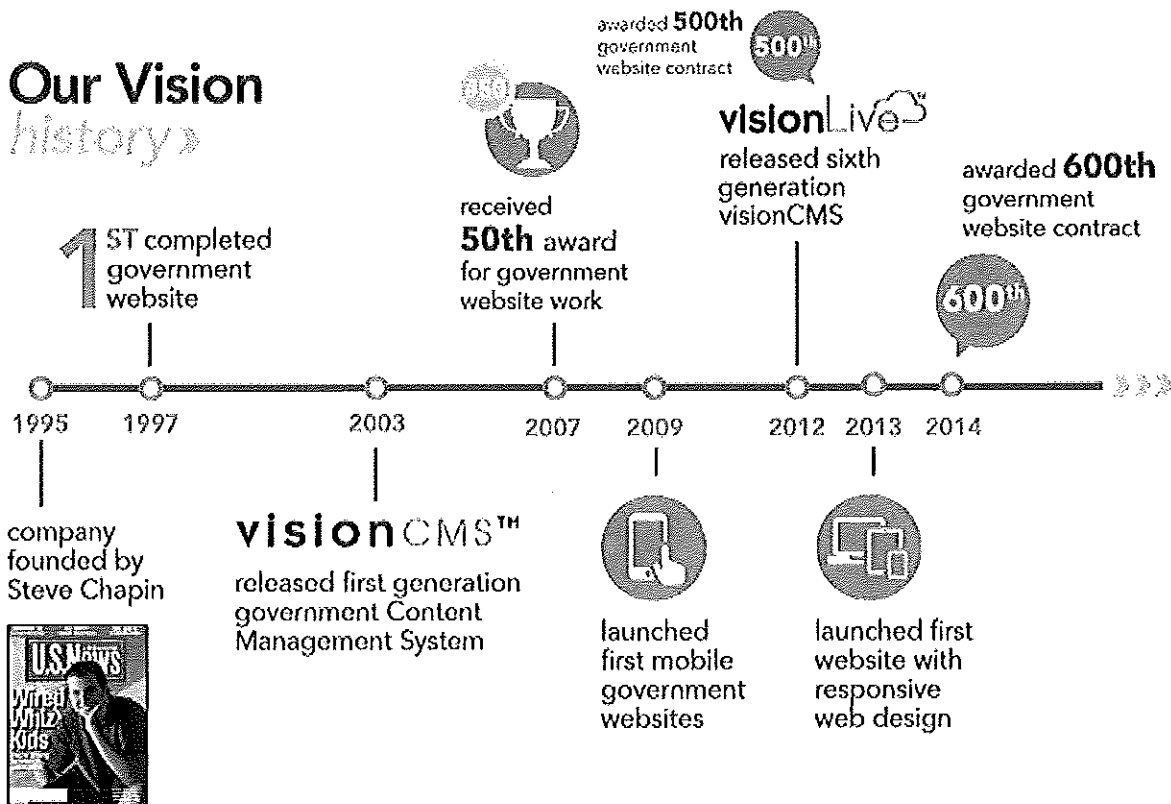
Company Background and History

We know the most efficient way to keep moving forward is never to look directly in front of us, but to keep our focus on a point on the distant horizon. At Vision Internet, we're focused on tomorrow. We're focused on creating what's next.

Today, citizens expect the same level of sophistication from local government as they do from the products and services in the consumer world. Right or wrong, we all expect more choices, more responsiveness, more transparency.

That's why Vision Internet is giving government agencies more innovation, more functionality and more value. We began as the undisputed leader in creating websites and online tools specifically for government. Today, we still live and breathe the kind of start-up spirit that established our company as the online government innovators, always pushing, always listening, always focused on seeing what's just ahead.

Our Vision history





Vision Internet is a full-service vendor offering website consulting, design, development, hosting, and maintenance services. This allows us to provide the Cabazon County Water District with a complete turnkey solution.

Vision Internet was founded on three core values: *Integrity, Commitment, and Trust*. More than a slogan, these values are at the heart of our every decision, action, and interaction. We attribute our continued growth and prosperity to our adherence to these core values. This honest approach to business has also provided us with longtime employees and partners, repeat customers, award-winning projects, and recognition for our community service. However, we know none of this would be possible without our clients and their communities. At Vision Internet we care as much about your community as you do.

Contact Information

| | |
|-------------------------------|---|
| Primary Contacts | Reed McGinnis – Regional Sales Manager rmcginnis@visioninternet.com 805.637.8165 |
| Corporate Headquarters | Vision Technology Solutions, LLC dba Vision Internet Providers 2530 Wilshire Blvd., 2nd Floor Santa Monica, CA 90403 310-656-3100 888-263-8847 toll free 310-656-3103 fax |



Qualifications

Vision Internet was created in 1995, and we immediately began pushing the innovation envelope for online government. Originally the vision of our founder Steve Chapin, Vision Internet was the first company to focus on developing online tools specifically for government agencies. To-date, Vision Internet has created over 600 government websites. From small towns to large capital cities like Atlanta, Georgia, we are helping communities of all shapes and sizes reconnect through continual online innovation. But you don't have to take our word for it...

“ We could not have had a better experience with Vision Internet. Everyone was super-responsive, patient, very helpful and positive throughout the entire project. Any time we needed guidance, our project manager was always there for us. The Vision Team went above and beyond. They were as invested in the website as we were, and we truly appreciated that.

Anthony Wilson, City of San Angelo

“ Vision Internet's experience was unparalleled, allowing us to learn what they had learned while working with other municipal clients. Their process was truly collaborative and strategic, allowing them to work seamlessly with our web content management committee and give our customers what they were looking for; a website that is attractive, informative, interactive, and intuitive.

Bill Baker, City of Westbrook

49 awards won in 2010 alone

Population of Vision Internet's smallest client **900**

600+ Number of websites developed to date for local government agencies

825,863 Population of Vision Internet's largest client



Key Personnel

Every member of the Vision Internet team brings years of experience and ability to any project they work on. For your project, we will assign one of our highly skilled Project Managers who will work with our lead Project Managers on developing your website. We will also assign our in-house developers and designers, who have experience creating award winning websites for other government projects. Biographies of key staff are provided in the following section.

- **Kristoffer von Bonsdorff** – Lead Project Manager
- **Jay Ding** – Manager of Technology
- **John Vu** – Senior Developer
- **Gabriela Lifshitz** – Graphic Designer
- **Natalia Cudlip** – Graphic Designer

Kristoffer von Bonsdorff – Lead Project Manager

Mr. Bonsdorff has years of experience creating website solutions tailored to the specific needs of clients. Prior to joining the Vision Internet staff, he managed his own website development firm which helped clients develop website solutions, solve system/server issues, and provide other IT support services. He has also previously provided IT services, acted as systems administrator, and provided consulting for other educational and private institutions in the past.

Mr. Bonsdorff has worked on projects for the City of Atlanta, GA; Sacramento Suburban Water District, CA; City of Shoreline, WA; City of Cupertino, CA; Lexington-Fayette Urban County Government, KY; the Town of Chapel Hill, NC; and Virginia Highlands Community College, VA.

Mr. Bonsdorff has attended Folkuniversitetet and Nacka Gymnasium in Sweden where he studied computer science.

Roles Served: Consulting and Project Management.

Jay Ding – Manager of Technology

Mr. Ding uses his extensive knowledge and experience in web-technologies to lead Vision Internet's development team and set the technical direction of the company's development.

He is a senior web programmer and lead product manager skilled in HTML, ASP, JavaScript, and Cold Fusion. He is also an authority in Section 508 accessibility issues. He excels in database design, development, and information architecture, using these tools to create kiosk, content management, and e-commerce solutions using Microsoft SQL Server and Oracle databases. His programming skill set also includes C++, Java, Pascal, and Visual Basic. He is an expert in content management including third-party Microsoft CMS and Stellent, plus he led the development of Vision Content Management System™.

Mr. Ding earned a Master's degree in Information Systems and an MBA from Katz Graduate School of Business, University of Pittsburgh. He is a Microsoft Certified Professional and has been part of the Vision Internet team since 1999.

Roles Served: Product Management, Consulting, Project Management, Information Architecture, and Programming.



John Vu – Senior Developer

Mr. Vu is a truly exceptional programmer and serves as the primary developer of our content management and e-procurement systems plus developed many of our most advanced and innovative interactive components. Projects include sites for the City of College Station, City of Diamond Bar, City of Evansville, Dallas County Community Colleges, Greenbrier Convention and Visitors' Bureau, and many others.

Mr. Vu specializes in Visual Studio, .Net languages, and Microsoft Content Management Server. He can be found in the office day and night developing his latest "masterpiece" in any number of languages including ASP, ASP.NET, C#, C++, SQL/Transact-SQL, and MySQL. He is also an expert in JavaScript (both server and client), VBScript, HTML, XHTML, DHTML/CSS, Visual Basic (COM), and XML.

Mr. Vu earned his Bachelor of Arts degree from UCLA and is a Microsoft Certified Professional.

Roles Served: Programming and System Design.

Gabriela Lifshitz – Graphic Designer

Mrs. Lifshitz is a highly creative designer that brings a unique eye to the Vision Internet team. Her intuitive understanding of design balance has helped her to effectively transform a number of websites from chaotic to cohesive. She has created and refined successful designs with clients such as the Boone County, IA; Burbank Unified School District, CA; and the City of Newton, KS. She is currently working on projects for the City of Bartow, FL; Odessa Police Department, TX; Imperial Irrigation, CA; Dorchester County, SC; Pittsburg Delta View Golf Club, PA; City of Rosenberg, TX; and Sweetwater Authority, CA.

Mrs. Lifshitz holds a Bachelor's degree in Design from Universidad Iberoamericana, Mexico City.

Roles Served: Graphic Design.

Natalia Cudlip -- Graphic Designer

Mrs. Cudlip brings a fresh perspective to government design. Her expertise in creating eye-catching, user-friendly designs makes her a strong member of the Vision Internet design team. She helps Vision Internet clients create designs that focus on the unique branding efforts of their individual communities.

Mrs. Cudlip has created and refined successful designs for the City of Park City, UT; City of Palm Springs, CA; Town of Chapel Hill, NC; City of Dana Point, CA; Lexington-Fayette Urban County Government, KY and Eagle County Schools, CO.

Mrs. Cudlip holds a Bachelor's degree in Art with a Computer Animation focus from California State University, Los Angeles and a Computer Graphic Design certificate from Santa Rosa Junior College.

Roles Served: Graphic Design.

List of Clients

Vision Internet has extensive experience serving government agencies with populations ranging from towns of less than one thousand residents to cities and counties of several million. We serve all levels of government agencies, educational institutions and non-profit organizations, including websites for cities, counties, state and federal agencies, special districts, economic development departments, transit,

performing arts, workforce development, environmental services, tourism and visitors bureaus, and more. Below is a sampling of our clients:



- » Accomack County, VA
- » Amador County, CA
- » Augusta County, VA
- » Boone County, IA
- » Borough of Quakertown, PA
- » Calcasieu Parish Police Jury, LA
- » Chatham County, NC
- » Chesterfield County, VA
- » Cherokee County, NC
- » City of Ames, IA
- » City of Ankeny, IA

- » City of Atlanta, GA
- » City of Bartow, FL
- » City of Brentwood, TN
- » City of Burbank, CA
- » City of Burlingame, CA
- » City of Calistoga, CA
- » City of Carmel, IN
- » City of Carson City, NV
- » City of Cathedral City, CA
- » City of Charlottesville, VA
- » City of College Station, TX

- » City of Crystal Lake, IL
- » City of Cupertino, CA
- » City of Dana Point, CA
- » City of Decatur, GA
- » City of Denton, TX
- » City of Diamond Bar, CA
- » City of Eden Prairie, MN
- » City of Englewood, CO
- » City of Enid, OK
- » City of Evansville, IN
- » City of Franklin, TN
- » City of Galt, CA
- » City of Garden City, GA
- » City of Germantown, TN
- » City of Gillette, WY
- » City of Glendora, CA
- » City of Grand Island, NE
- » City of Grande Prairie, AB
- » City of Grandview, MO
- » City of Greenfield, CA
- » City of Hamilton, OH
- » City of Healdsburg, CA
- » City of Hendersonville, NC
- » City of Hercules, CA
- » City of Indio, CA
- » City of Janesville, WI
- » City of Keller, TX
- » City of La Mirada, CA
- » City of La Quinta, CA
- » City of Lake Elsinore, CA
- » City of Lancaster, CA
- » City of Lebanon, OR
- » City of Leesburg, FL
- » City of Lexington, NE
- » City of Longview, WA
- » City of Lynchburg, VA
- » City of Manhattan Beach, CA
- » City of Maple Valley, WA
- » City of Marco Island, FL
- » City of Maryland Heights, MO
- » City of Medicine Hat, AB
- » City of Mill Valley, CA
- » City of Millbrae, CA
- » City of Montgomery, AL
- » City of National City, CA
- » City of Newport Beach, CA
- » City of Newton, KS
- » City of North Port, FL
- » City of Novato, CA
- » City of Odessa Police Department, TX
- » City of Oroville, CA
- » City of Pacific Grove, CA
- » City of Palm Desert, CA
- » City of Palm Springs, CA
- » City of Palos Verdes Estates, CA
- » City of Park City, UT
- » City of Pittsburg, CA
- » City of Plymouth, MN
- » City of Rancho Cordova, CA
- » City of Reno, NV
- » City of Richfield, MN
- » City of Roanoke, VA
- » City of Rohnert Park, CA
- » City of Rosemead, CA
- » City of Rosenberg, TX
- » City of San Fernando, CA
- » City of San Francisco, CA
- » City of San Juan Capistrano, CA
- » City of San Marcos, CA
- » City of Santa Clara, CA
- » City of Santa Clarita, CA
- » City of Santee, CA
- » City of Sausalito, CA
- » City of Seaside, CA
- » City of SeaTac, WA
- » City of Sedona, AZ
- » City of Shoreline, WA
- » City of Shoreview, MN
- » City of Silverthorne, CO
- » City of Simi Valley, CA
- » City of Smyrna, GA
- » City of Sunset Hills, MO
- » City of Sunrise, FL
- » City of Thompson, MB
- » City of Union City, GA
- » City of Valdosta, GA
- » City of Warrensburg, MO
- » City of Wasilla, AK
- » City of Wenatchee, WA
- » City of West Des Moines, IA
- » City of West Hollywood, CA
- » City of Williamsburg, VA
- » City of Winder, GA
- » City of Yonkers, NY
- » Collier County, FL
- » **Collier County Sheriff's Office, FL**
- » Columbia Basin College, WA
- » Columbia County, GA
- » **Columbia County Sheriff's Office, GA**
- » Coweta County, GA
- » Dallas County, IA
- » Dorchester County, SC
- » Fond du Lac County, WI

- Fort Lauderdale Police Department, FL
- Frederick County, VA
- Gadsden County, FL
- Health Care District of Palm Beach County, FL
- Imperial Irrigation Dist, CA
- Jackson County, GA
- Jefferson County, NY
- Kershaw County, SC
- Lake Arrowhead Community Services District, CA
- Lexington-Fayette Urban County, KY
- Livermore Amador Valley Transit Authority, CA
- Mathews County, VA
- Minnesota Office of Secretary of State, MN
- Mojave Desert Air Quality Management District, CA
- Port of Everett, WA
- Prince George County, VA
- Sheboygan County, WI
- St. Charles Parish, LA
- Sweetwater Authority, CA
- Town of Apple Valley, CA
- Town of Blacksburg, VA
- Town of Breckenridge, CO
- Town of Chapel Hill, NC
- Town of Dillon, CO
- Town of Fraser, CO
- Town of Glastonbury, CT
- Town of Leesburg, VA
- Town of Queen Creek, AZ
- Town of Silverthorne, CO
- Town of Truckee, CA
- Town of Westport, CT
- Township of Lower Merion, PA
- Vanderburgh County, IN
- Village of Barrington, IL
- Village of Elk Grove, IL
- Village of Hoffman Estates, IL
- Village of Mount Prospect, IL
- Village of Northbrook, IL
- Village of Pinecrest, FL
- Virginia Highlands Community College, VA
- Washington County, AR
- Yolo County, CA
- Yuma County, AZ

“ There is a major difference between Vision Internet and other government website developers. Bottom line, Vision ‘gets it’ when it comes to government websites. They are on the forefront of website design, and their content management system is phenomenal, second to none.

Doug Schultz, Village of Hoffman Estates



Success Stories

Vision Internet has developed hundreds of websites for a variety of local government and education agencies across North America. Our process is set up to uncover the unique goals of each organization and bring those goals to life online.

The following client profiles were included to showcase a variety of projects that were particularly relevant to the Cabazon County Water District to help demonstrate how our process has worked for others with goals similar to yours.

“ Many companies claim to be experts about government websites, but I can tell you after switching to Vision Internet we know who truly holds that title.

Sara Berry, City of Maryland Heights

Sweetwater Authority, CA

www.sweetwater.org



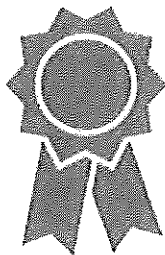
“ Our Project Manager has been nothing short of amazing! Her responsiveness and follow-through have made her an absolute pleasure to work with.



*Leslie Filippi,
Communications Specialist*

Sweetwater Authority is responsible for providing safe, reliable water service to more than 180,000 people in National City, Bonita, and western Chula Vista, California. Because of the sensitivity of the information and services that the website provides, security was one of the organizations biggest concerns. It was because of the built-in security features of visionCMS™ such as .NET framework security mechanisms, MD5 encrypted sensitive information, and SSL, that the Agency chose to work with Vision Internet on the development of their new website.

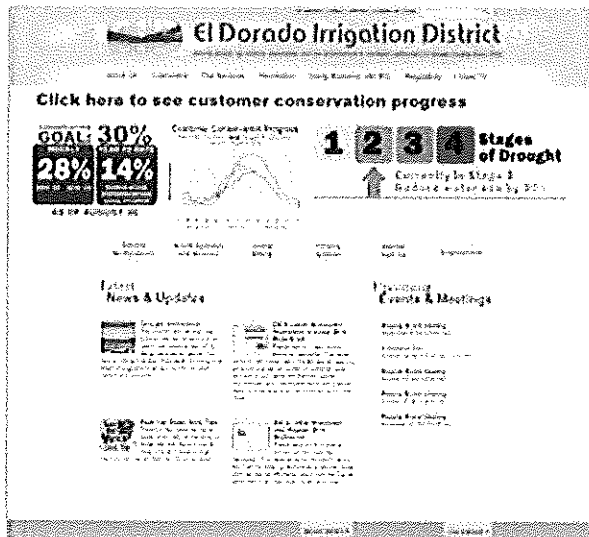
Graphically, their website has been updated to capture both water and natural conservation elements important to the overall mission of Sweetwater Authority. Additionally, a unique design theme was created for the South Bay Irrigation District. To resurrect user functionality, interior pages were reorganized and site navigation was tailored to the Agency's specific needs. All design and functionality were passed on to the Agency's mobile website, powered by visionMobile™.



➤ Award of Merit

El Dorado Irrigation District, CA

www.eid.org



“ Vision Internet was the ideal company to assist us in our project as they have unique experience in developing public sector websites, which made this process much easier for us.”

*Mary Lynn Carlton,
Community Relations Director*

The El Dorado Irrigation District is a water utility serving nearly 110,000 residents of northern California's El Dorado County. With a website that hadn't seen revisions since 2006, it was important that the District advance their site with the help of a leader in the government website industry. Through partnering with Vision Internet, EID successfully transformed their website into an informative and helpful communications platform.

The EID homepage was designed to complement the natural beauty of El Dorado County. Upon entering the new site, an inspiring panoramic slideshow takes center stage. The re-organized main navigation and the most-popular page buttons strategically frame this eye-catching slideshow. Meanwhile, the latest news and upcoming events are prominently displayed below for immediate access to important information.

The new website is powered by the easy-to-use visionCMS™ - Vision Internet's award-winning government content management system. As part of this technology upgrade, the website provides a number of interactive features including eNews, online billing, job postings, RSS feeds, and emergency homepage alerts. These advance features are now easily accessed and updated by a number of District staff members on a regular basis - keeping the site fresh and the community in the know.

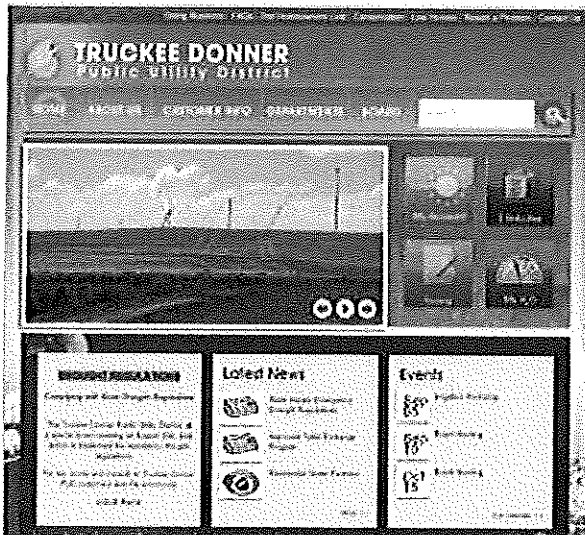


The Imperial Irrigation District has two main goals - to keep the lights on and the water flowing for millions of people throughout California - and they've been doing this for over 100 years. To commemorate their centennial celebration, the District worked with Vision Internet to redesign their out-dated, under-used website. By working with the Government Website Experts™, the District website is now updated by 30+ staff members using the powerful Vision Content Management System™.

The homepage of the updated IID website combines a wealth of information within a modern, clean design. A rotating thumbnail menu provides brightly colored buttons which link to important interior pages for paying energy bills, receiving energy rebates, and viewing the District's current strategic plan. Recent video uploads are prominently displayed as well as all current news stories and upcoming meetings. If the required information isn't found on the homepage, intuitive navigation tools lead visitors to what they need in seconds.

Truckee Donner Public Utility District, CA

www.tdpud.org

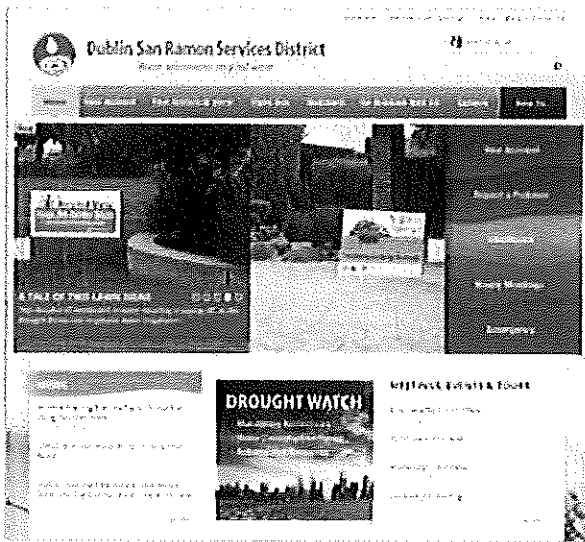


The Truckee Donner Public Utilities District needed to build a robust yet easy-to-navigate website that would better serve their customers online. Their old site was cluttered, hard to navigation, and difficult to update, making it more of an obstacle than an online tool. Knowing that they needed some assistance with such a major transformation, the District chose to work with Vision Internet to guide them from their goals on paper to a successful site launch online.

The two teams worked hard to create a unique, vibrant design while being careful to keep the main focus on information and services. Bold, contrasting colors and a responsive layout made such a feat possible. From the main navigation menus and graphic icons to the header quick links, every aspect of the new site is not only simple to find but easy on the eyes. Without needing any advanced technical knowledge, department staff members use visionCMS™ to update the site regularly.

Dublin San Ramon Services District, CA

www.dsrds.com



With California currently in a state of severe drought, the functionality of the now Dublin San Ramon Services District website was paramount. The Service District teamed up with Vision Internet to create a savvy, more user-friendly site that offers visitors water conservation tips, the latest community updates regarding water efforts, and more.

The Dublin San Ramon Services District website was redesigned with the customer in mind. Improved navigation provides quick and easy access to account information and online bill payment. Important interior pages, such as Drought Watch and News Releases, are easily accessed from the new main navigation mega menus. Features such as the forms and surveys tool, online payments, Responsive Design with visionMobile™ and more have transformed the website into an interactive and extremely useful online portal.

The website is powered by visionCMS™, Vision Internet's award-winning government content management system. This powerful CMS features an intuitive user interface and many innovative features including customizable page templates, personal toolbars, in-page editing, and more.

WaterOne, KS

www.waterone.org



“ This is my eighth career website, and visionCMS is the best content management system I have had the privilege of working with. It is beauty as well as function.”

Mandy Cawby,
Communications Manager

WaterOne is an independent public water utility, proudly serving the Johnson County, Kansas area. They have high standards of service and pride themselves in providing fresh, clean water on demand. To match the quality of their website to that of their organization, WaterOne underwent an extensive website redesign. Working with the Vision Team, the organization has greatly improved online accessibility to valuable information and customer services.

The WaterOne website was completely reconfigured to better suit the needs of the customer. Improved navigation provides access to account information and online bill payment from every page. Important interior sections, such as Project Updates and the Newsroom, are easily accessed from the new main navigation mega menus. Features such as responsive design, form and survey tools, online payments, and more have transformed the website into a highly interactive and extremely useful online portal. The new website is powered by Vision Internet's award-winning content management system, visionCMS™.

In addition to the technical advances provided by visionCMS, the depth of its design bench was critical to the project. Vision Internet delivered on WaterOne's design inspiration of "approachable corporate" as compared to the more common municipal websites grounded in a "community sense-of-place." This design approach better distinguishes WaterOne as a public utility -- further improving useability. Design add-ons were used to customize interior sections such as the KidZone, Project Updates, Newsroom, Careers, and Payment Options -- enhancing the most important parts of the website with additional detail and functionality.



References

Eastern Municipal Water District, California

Contact name: April Coady, Public Affairs Officer
Address: 2270 Trumble Road
Perris, CA 92570
Phone number: 951-928-3777 ex. 4386
E-mail: coadya@emwd.org
URL: www.emwd.org

Truckee Donner Public Utility District, California

Contact name: Steven Poncelet, Public Information and Conservation Manager
Address: 11570 Donner Pass Road
Truckee, CA 96161
Phone number: 530-448-4451
E-mail: stevenponcelet@tdpud.org
URL: www.tdpud.org

San Bernardino Valley Municipal Water District, California

Contact name: Melissa Zoba, Manager of MIS
Address: 380 East Vanderbilt Way
San Bernardino, CA 92408
Phone number: 909-387-9228
E-mail: melissaz@sbvmwd.com
URL: www.sbvmwd.com

WaterOne, Kansas

Contact name: Mandy Cawby, Communications Manager
Address: 10747 Renner Blvd.
Lenexa, KS 66219
Phone number: 913-895-5546
E-mail: mcawby@waterone.org
URL: www.waterone.org



Proposed Project and Implementation

creating more than a new website

Website Development

Custom Graphic Design

Design is important. Today, many people judge the quality of an organization largely based upon the quality of its website. These opinions are especially influenced by the initial impression of the website's graphic design. Design ensures that site visitors will use the website as a resource; if the website is not attractive and inviting, people assume it is of little value and that it does not contain the information they need.

With Vision Internet, your website will have a design that makes it stand out among water districts on both a regional and national basis. The Cabazon County Water District's website will be inviting, easy to use, and will reflect your unique identity. This will be accomplished through the following design characteristics:

- **Creative design** that reflects your users and creative design elements that capture the essence of the District.
- **Highly functional layout** that makes important information available from the homepage and pages throughout the site.
- **Photos and collages** of recognizable landmarks, scenery of the region, and the local area.
- **Consistent look and feel** throughout the site to make it easier for website visitors to navigate the site and find information they need.
- **Section 508 Compliance** making it accessible to persons with disabilities.
- **Easy-to-use drop down menus** helping users to quickly understand navigation and locate information with the least amount of clicks.
- **Breadcrumbs** showing the user's current path to let them know exactly where they are on the website.

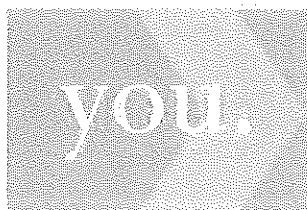
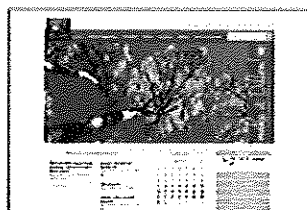
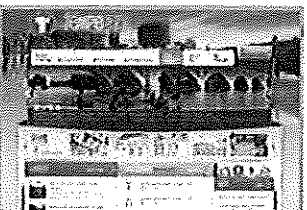
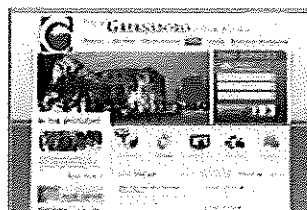
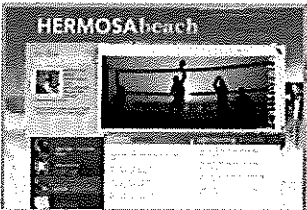
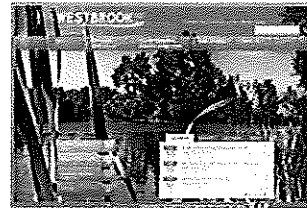
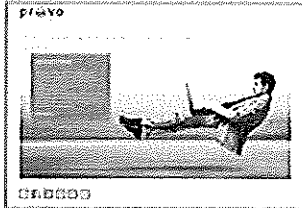
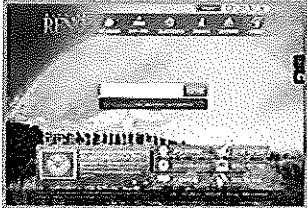
Vision Internet is recognized for its ability to create great designs that fulfill each of the above objectives. We have been featured in the national media and have won over 250 awards for creating effective web solutions, including the most prestigious awards in the industry. We intend to use all of this skill and experience to create an award-winning quality website for your users.

“ No one compared to Vision Internet and what they could do... we looked at all the awards that they had won – and the websites for those awards – and could see definitely what they were doing was what we wanted to do.”

Kathy Ward, City of Dana Point

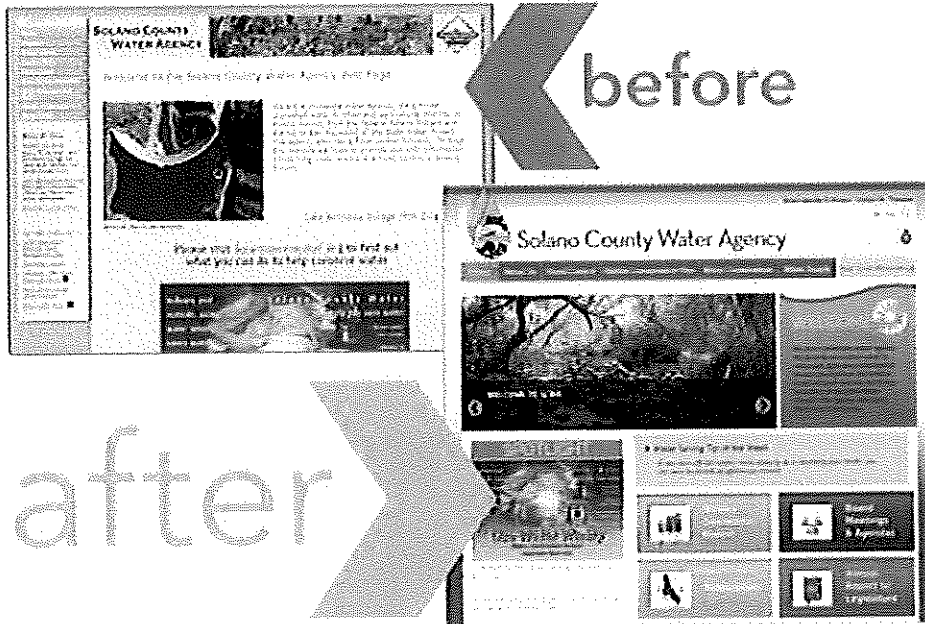
Unique, Custom Website Designs

The flexibility of our content management system allows for creative freedom in styles and layouts not available from other firms. Our team will work with you to understand your users and create a design that will provide an accurate sense of place for your virtual visitors:



Dramatic Transformations

The effectiveness of our process to uncover the unique identity of our clients and reflect that identity online is demonstrated by the remarkable transformations undergone by our clients.







Navigation Consultation to Make Information Easy to Find

For your website, we recommend organizing information by office/department, topic, and/or target users. Keep in mind that the average user does not know the organizational structure of the District, nor needs to. Our approach allows users to find information in the variety of ways that make most sense to them. This is a solution we use on many of our government and public agency websites because when **content is available through multiple "paths"** it is simple for users to search the site regardless of their preferred method. We often implement *Action Based Navigation* which allows users to easily find a particular service or page on your website through an easy-to-use drill down menu, such as *"I Want To...view an event, fill out a form, etc."*

It is also easy for your staff to update and maintain web pages because of our single-source web-publishing model. It lets you update the web page one-time and multiple connected pages throughout the site are also instantly updated. This creates greater consistency while maintaining maximum usability for website visitors.

Powerful, but Flexible Content Management: visionCMS™

The Vision Content Management System™ (visionCMS™) is a versatile system that is built upon standard Microsoft ASP.NET and SQL Server technology that provides you with a dynamic website where you are able to modify content on any page in the website through simple, easy-to-use internet screens. For added flexibility, we provide a variety of maintenance and service plans, including the option to have direct access to the source code. This means our clients are not locked into Vision Internet or any other company for future expansion and support—something they truly appreciate.

We are continually evolving visionCMS™—always expanding on current technology and adding newly developed components. The latest version of visionCMS™ features an intuitive user interface and many innovative features that were developed in direct response to feedback from government and educational agencies across the United States and Canada. Some of these new features include:



Customizable page templates for creating new layouts on the fly.



Departmental page restrictions so that local governments can control staff access to individual page templates.



Drag & drop for uploading pictures, files, and documents in one simple step.



Personal toolbars making it easy for government staff to access frequently used features with one click.



Backend dashboard so that users can oversee site activity and tailor their workspace to their unique needs.



In-page editing for updating content from a front-end view.

visionCMS™ *Reviews*

“ “ Having worked with another company’s product in the past, I can tell you all content management systems are NOT created equally. When it comes to ease of use and functionality, Vision’s CMS stands heads above the rest!

Sara Berry, City of Maryland Heights

“ “ This is my eighth career website, and visionCMS™ is the best content management system I have had the privilege of working with. It is beauty as well as function.

Mandy Cawby, WaterOne

“ “ The easy-to-use technology that Vision Internet has developed allows more staff members to be involved in the website. This, in turn, has made the site more informative and more useful. The response from the community has been outstanding.

Sergio Gonzalez, City of South Pasadena

“ “ The visionCMS™ platform gives us a lot of options to creatively deliver important information. Whether it’s in a video format or an email through the eNotification portal, we have creative ways to use the tools available within this platform that ultimately make it easier for the public to stay informed.

Stacy LaVanture, City of Palm Bay

Technology Showcase

Implementing a website with Vision Internet means you will receive a comprehensive toolset developed specifically to address the needs of local government agencies online. For highlights on several more included components and features, please see Appendix II on page 46.

More than a Mobile Website: Responsive Design with visionMobile™

Your site visitors utilize a wide variety of devices to access your website, including mobile phones, tablets, and computers with large and small monitors. Fortunately, with visionMobile™ your website will detect the screen resolution of the user's device and automatically respond, producing a view of the site optimized specifically for that screen. This ensures your site visitors will be able to easily use the site, no matter what device they are using.



Figure 1: Responsive Design with visionMobile™ will make your website compatible with all major smart phones including iPhone, Blackberry, Android, Windows Mobile phones and more.

Understanding that Responsive Design is key for the District, our experience and innovation in this area makes us the clear leader for mobile technology. See our listing of websites below that currently utilize this technology. Since launching our first responsive site in January 2013, we have built quality Responsive websites and continue to be a leader in this innovative technology.

- » www.ci.manhattan-beach.ca.us
- » www.sheboygancounty.com
- » www.burbankfire.us
- » www.tdpud.org
- » www.lvmwd.com
- » www.cofairhope.com
- » www.mbplannedprogress.com
- » www.fcva.us
- » www.shoreviewmn.gov
- » www.ci.moorhead.mn.us
- » www.oaklawn-il.gov
- » www.reno.gov
- » www.westbrookmaine.com
- » www.co.chippewa.wi.us
- » www.chippewafalls-wi.gov
- » www.gilbertaz.gov
- » www.pmfcu.org
- » www.marioncountyfl.org

- www.shoreviewcommunitycenter.com
- www.fairfaxva.gov
- www.ci.agoura-hills.ca.us
- www.waterone.org
- www.lacombe.ca
- www.fairfaxva.gov
- www.franklinohio.org
- www.fortsask.ca
- www.cityofpearland.com
- www.ci.tumwater.wa.us
- www.victoriatx.org
- www.richmondtx.gov
- www.cityofmarion.org
- www.cityofyonkers.com
- www.hoffmanestates.com
- www.shakopeemn.gov
- www.henderson-county.com
- www.ci.tumwater.wa.us
- www.lauderhill-fl.gov
- www.cosatx.us
- www.redmond.or.us
- www.lafourchegov.org
- www.belmont.gov
- www.glendaleca.gov
- www.yolocounty.org
- www.cityofkalama.com
- www.co.newton.ga.us

Dynamic Homepage / Flexible Homepage

The visionCMS™ equips website administrators to dynamically update the homepage with information relevant to the public. Change out your homepage images with a simple drag-and-drop function. Configure your news, calendar, or other content settings with the click of a few buttons. Activate an Emergency Homepage banner from your mobile phone. No other system offers you the level of control over the look and feel of your site.

Extranet (Members Only)

Vision Internet can implement an Extranet where restricted content is integrated into the main district website. The restricted content is not viewable by users until they log into the website (i.e. designated staff or elected officials). Once they log in, they will see the additional content within the menus or as an additional section to the main website.

When implementing the Extranet, you may want to have different levels of information access. With our Extranet tool, you can define an unlimited number of groups such as designated staff, executive management, and elected officials. Registered users can belong to any number of groups and any number of groups can be associated with most pages in the Extranet. Once implemented, the website visitors will need to log into the website using a username and password to view the secure pages.

The Extranet functionality is included as part of the following components: Business Directory, Calendar, Document Central, Facility Directory, FAQs, Forms Builder, Job Postings, News, Pages, Photo Gallery, RFP Postings, Service Directory, and Staff Directory.

SiteMaster Template Builder

Unique to visionCMS™, the SiteMaster Template Builder allows your website administrators to create and configure custom interior page layouts throughout the website. Need to create a two-column page that displays just news and calendar items? Have a special event that needs a unique landing page? No problem! Simply drag and drop your desired content and widgets and your new layout is set. Best of all, you can determine which department content editors are able to use individual templates, providing additional oversight. The SiteMaster Template Builder puts you in control and ensures you will be able to easily adapt to your organization's changing content needs.

OneClick Social Networking™

The innovative OneClick Social Networking™ component allows your staff to post content to your website and to the most popular social networking sites, such as Twitter and Facebook, with one click--saving your staff precious time and helping you broadcast your news, alerts, events and other notices easily and selectively all across the web. OneClick Social Networking™ works by generating an RSS feed of each component, which can be connected to Twitter, Facebook and any other tool that allows importing of RSS feeds using a third party service.



govTrack CRM™ (Citizen Request Management)

It is important for the Cabazon County Water District to provide their users with advanced features for requesting services online, saving both your users and your staff time. Included with your project, Vision Internet can implement our advanced govTrack CRM™ for your website.

Your users will be able to make service and information requests based on categories defined by the District. Users can also send comments and files (such as photos of a street lamp requiring maintenance, graffiti that needs to be removed, etc.) to the case processor so that they will have a clearer idea of the work that needs to be done. These requests will be automatically routed to the appropriate case processor and a confirmation email will be sent to the user.

Passwords provided to users will allow them to log-in and track the progress of their request throughout the process. Users will also receive emails updating them on their requests.

Additionally, because govTrack CRM™ is integrated with the included Frequently Asked Questions component, your users will also be able to check for common solutions to their problem before sending it to the District.

Assigned case processors will be notified of service requests by email. After logging-in, an easy-to-use queue will show them a list of pending requests, including highlighted overdue projects. Either District staff or a contractor can be assigned as a case processor and receive service requests; since requests do not need to be accessed via the Vision Content Management System, you do not need to worry about granting access to the website's backend to non-District employees.

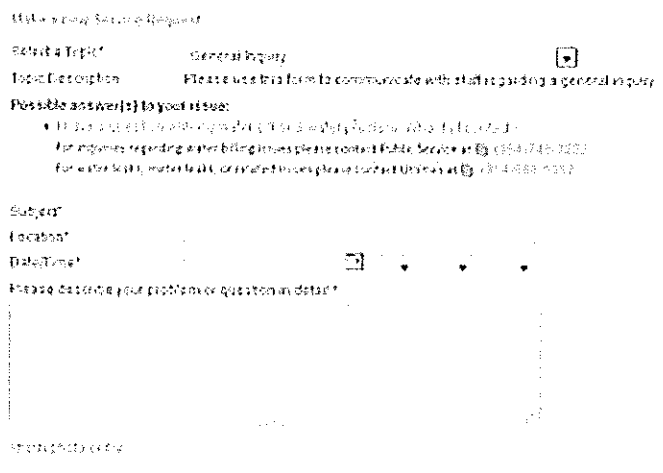


Figure 2: With the govTrack CRM, citizens can fill out a simple form to report code violations, submit questions or other inquiries.

Job Application Manager

The Job Application Manager helps government hiring managers save time by streamlining and simplifying the creation, customization and management of online job applications. This is the most flexible job application tool available for the government website development industry today.

Some of the Job Application Manager features include:

- Ability to create customized online job application forms on the fly.
- Ability to mark questions as sensitive, automatically encrypting answers in database to protect applicants' sensitive information.
- Secure personalized log in accounts for job seekers to view the status of their application.
- Ability to directly set interview dates and hire dates.
- Filter capabilities for application lists based on date, status, or other parameters.

Single Sign On

The Single Sign On component is an area where registered users can log in, view and update information they have submitted and make new submissions to various components, all from their dashboard. If the Extranet (Members Only) component is present, they can also view pages and content that is only available to members. This is a versatile tool that can be set up to fill various needs, with each feature able to be turned on or off on a per-user basis or site-wide. Registered users may either be added through the visionCMS™, or they can be allowed to register from the frontend. For fast and easy registration, users can also be allowed to log in using their Facebook or Google accounts.

If activated, users can:

- Update their account information.
- Add a profile picture.
- Change their eNotification preferences.
- Access Member Only content.
- Submit service requests, monitor and update existing service requests.
- Process service requests, if they are a service request processor.
- Submit businesses to the Business Directory, view past Business Directory submissions.
- Submit events to the Dynamic Calendar System, view past event submissions.
- Register for events, view past event registrations, sign up for waiting lists.

- Reserve facilities in the Facilities Directory, view past facility reservations.

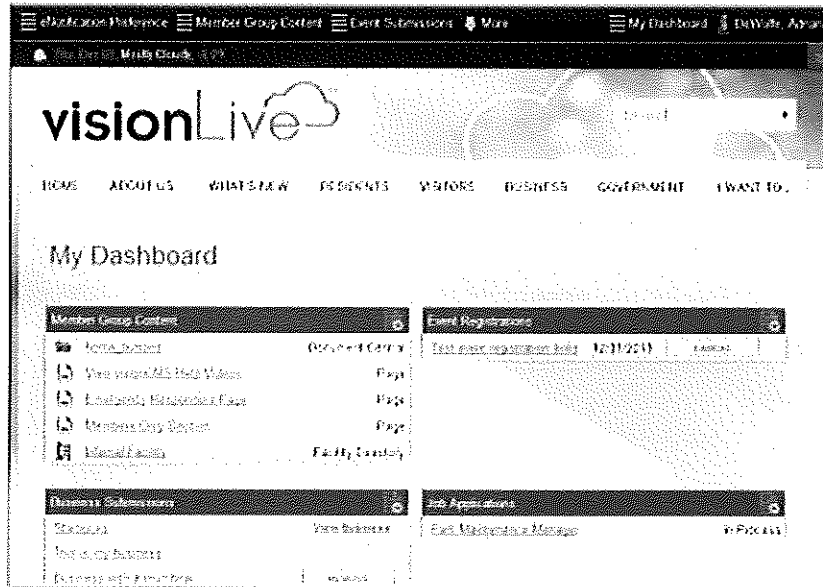


Figure 3: Single Sign On allows your staff to perform various functions from their visionCMS™ dashboard.

Streaming Video Center

Included with your project is a Streaming Video Center, which includes video streaming for up to 25 meetings per year, with an average of 4 hours per meeting. Also included is up to 120 hours of specialty content per year.

Integration of Customer Account Databases and Other Third-Party Components

Today, there are many advanced components for such functions as:

- Customer Account Management
- eCommerce and ePayment
- GIS Mapping
- Permitting
- Service Requests (CRM)
- Streaming Video
- Others

Our content management system can easily work with these third-party systems, provided they are web-enabled. Most of these types of components can be given the same look and feel as your main website via modifications to the presentation template. For your project, we will provide you with an HTML template that vendors of these third-party components can use. We will also integrate links to these third-party components into the overall website navigation. There are many examples of where we have used this approach, including the Cities of Newport Beach, CA; Rancho Cordova, CA; and many others.

Another approach is to create a web interface for existing third-party databases. We used this approach in displaying tax records exported from a mainframe system for Vanderburgh County, IN; Contractor information from city databases for the City of Hamilton, OH; and staff and student contact information from school databases for the UCLA School of Law.

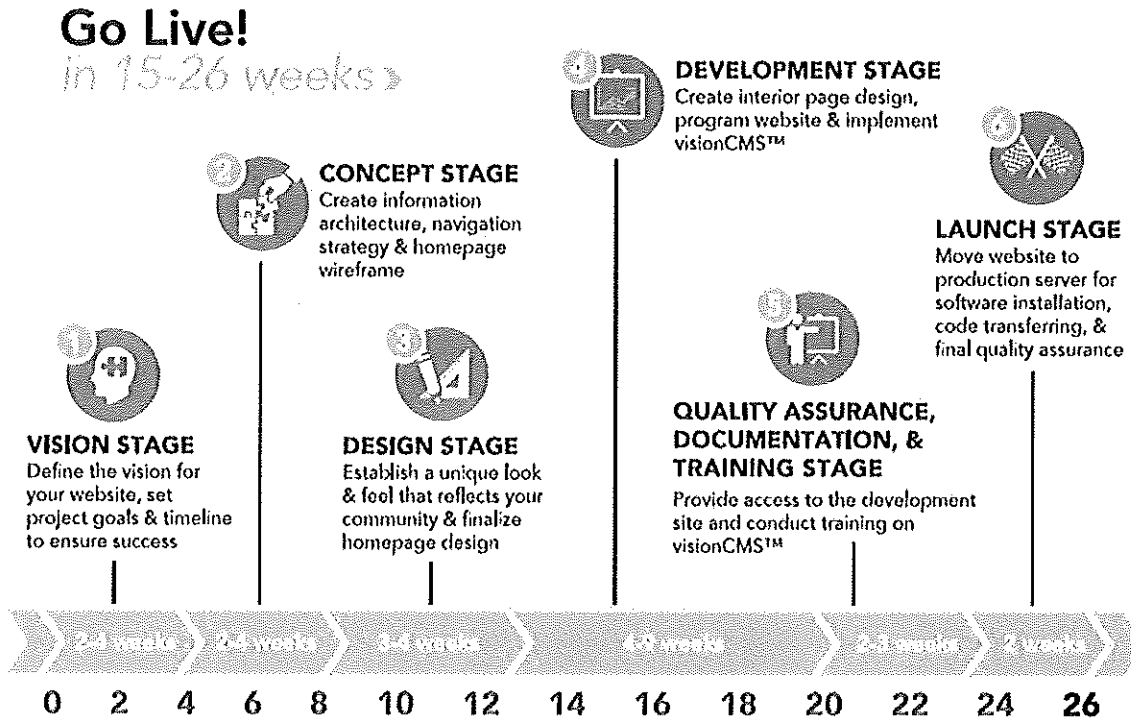
These are just a few examples of our extensive experience working with third-party databases and systems. While interfaces to third-party systems are not included within the budget, they are available for an additional fee. We will provide a firm quote for interfaces after analyzing the databases and requirements during the consulting phase of your project.

Project Management Process

The Vision Process is collaborative and we work closely with you to ensure your projects success. We work with your internal project manager and project team, gather requirements from multiple stakeholders, and lead relevant consulting meetings.

Each stage of our six-step process includes formal review and approval points ensuring you will not reach the end of the project and be unhappy with the results. We assign a project manager who is your single point-of-contact. This makes it easier for you and facilitates better communication between team members. Our project manager will communicate with and coordinate all Vision Internet resources including designers, information architects, programmers, and other team members. Some firms require you to communicate your needs to each of these independent resources, taking up your valuable time.

Here is an overview of the stages and anticipated timeframe for your reference:



“ Vision Internet's streamlined process really moved us through the development quickly and efficiently and made it just a wonderful experience.”

Mark Barham, City of Williamsburg

The six stages of the Vision Process are explained in the sections below:

Stage 1: Vision Stage

In the Vision Stage, we work with you to create the vision for your website now and for the future. The Vision Stage emphasizes the objectives of the website and how it supports your overall organizational goals. This vision then guides each subsequent step in the process.

Included in the scope of your project is our standard consulting service where we collaborate one-on-one with your internal project manager through conference calls and online meetings. Alternatively, we can come onsite for an additional fee of \$4,860 which includes onsite consulting with your project manager and project team. During the onsite meeting we can gather requirements from multiple stakeholders and guide the group to consensus via group discussions. All travel expenses are included.

To create this vision, we will:

- Prepare and review a survey document which will focus on goals and objectives.
- Review your existing website and those of similar water districts.
- Study examples of other websites you like.
- Review project goals and timeline.
- Collect content and materials for the new website.

The heart of this stage is defining the vision for the project, setting goals, and creating a timeline to ensure the project's success.

Stage 2: Concept Stage

In the Concept Stage we realize the vision through:

- Defining the navigation strategy.
- Review and recommendation of interactive components and features to ensure streamlined navigation through special types of content.
- Creation of a homepage layout wireframe that shows the placement of key information and dynamic content.

The Concept Stage will conclude with your satisfaction and approval of the homepage layout wireframe.

Stage 3: Design Stage

In the Design Stage our team continues with the graphic design for your homepage. Our creative ability and expertise allows us to develop a compelling graphic design while maintaining its usability. We work closely with your staff to establish a look and feel that reflects your unique identity. Our world-class



designers take the time to create a truly professional design that incorporates graphics, photos, fonts, colors, and other design elements that fit together to create a stunning, harmonious design. For examples of our design work, please refer to page 7.

We create a unique homepage design concept based upon your direction and input plus do all revisions as necessary. The Design Stage will conclude with your satisfaction and approval of the homepage design comp.

Stage 4: Development Stage

During the Development Stage the process continues as we create the interior page design then program the website. Development includes implementation of visionCMS™ and integration of the interactive components and features. Quality is ensured by our extensive experience, testing, and the proven technology of visionCMS™.

Included in the scope of your project is the content migration of up to 50 pages into the new website. We can provide guidance on the best practices for web content writing and will train your staff on the best approach for migrating additional content. Alternatively, at your request we can provide a price quote to migrate additional pages.

Migration is not a simple cut-and-paste process. As part of our migration service, we review the formatting and layout of each page, reformat it using the new site's design styles, and lay it out in a way that conforms to industry best practices for impact and readability.

For more information about the visionCMS™, please refer to page 24.

Stage 5: Quality Assurance, Documentation and Training Stage

While quality assurance is an integral part of every stage of the project, in the Quality Assurance, Documentation, and Training Stage we:

- Perform extensive functional testing.
- Review content.
- Provide administrator and content editor training.

For your project we will provide our web-based training. This train-the-trainer approach teaches your project manager how to use the site for content editing in addition to detailed instruction on advanced administrative functions including system configuration, system maintenance, reporting, and strategies for future expansion. Alternatively, onsite classroom-style training is available for an additional fee of \$3,290 for the first day and \$1,250 for each additional day – inclusive of travel costs and travel time. Classroom-style training is in two sessions. One for your staff members on content editor training and the other session for advanced administrator training. You would simply need to provide a location with computers and internet access and we recommend up to ten people per session. Typically one or two days are adequate since our system is so easy to use and comprehend.

Stage 6: Launch Stage

In the Launch Stage, the website is moved to the production server. Our launch process includes the installation of necessary software, making configuration changes, and transferring code and content. Once transferred, we again go through the final quality assurance process to ensure the site transferred

correctly plus do a final check for broken links, Section 508 compliance, and others. The site will be available to the public upon your final approval.

Post Launch Services

Once your website has launched, Vision Internet will continue to offer support for your website. This includes access to our SPARK Customer Resource Center and our visionLive™ subscription service. Please see page 34 for details on these services.

Maintenance and Hosting Options

At Vision Internet, we know each community has its own challenges, structure and organization. Our products are developed so you have maximum flexibility in choosing the combination of services that works best for your agency. Following the launch of the site, you can choose how you would like to access on-going service from us, if at all, through our optional delivery methods. Here is a summary of our plans:

| On-Going services | visionLive | On-Premise visionLive | vision Enterprise™ | Hosting Only |
|--------------------------------|------------|-----------------------|--------------------|--------------|
| Vision Hosting | Yes | Yes | Yes | Yes |
| Unlimited Support | Yes | Yes | No | No |
| Upgrades | Yes | Yes | No | No |
| New Components | Yes | Yes | No | No |
| Redesign Every Four Years | Yes | Yes | No | No |
| SPARK Customer Resource Center | Yes | Yes | Yes | Yes |
| Source Code | No | No | Yes | No |
| Technical Developer Training | No | No | Yes | No |
| Hourly Support Available | No | No | Yes | Yes |

Each service is explained in more detail below.

Vision Hosting

For over eighteen years, website hosting has been an integral part of our operations. We started our business as an Internet Service Provider (ISP) offering full service connectivity, design, and hosting. As the business evolved, we developed our relationship with CoreSite and Cogent, a global network provider, which enables us to provide comprehensive hosting solutions for our clients. We have our own co-location suite within a secure, state-of-the-art facility.

Our hosting services include:



- Necessary bandwidth for website (over a 1 Gbps fiber digital line)
- Power failure equipment including battery backup
- Redundant generator backup
- VMware Virtualization server with high available setting
- Operating system health monitoring and automatic hardware failover capability
- Centralized storage area network
- Full climate control
- Firewall protection
- 24 hour monitoring
- Security access via ID, biometrics, CCTV and key card
- Microsoft Windows Server (based on the CMS version)
- Microsoft SQL Server (based on the CMS version)
- Fixed IP address for the website
- Daily onsite backups
- Guaranteed 99.9% uptime

visionCMS™ Hardware and Software

Below are details on the hosting environment we are offering the District:

Shared Server

- Quad-core or Hex-core processors
- 10 GB~16 GB memory per hosting virtual server
- VMware High Availability Configuration
- RAID 50 and up Storage Area Network Configuration

Vision Internet's solution is flexible. If you or a third party is hosting the website, we recommend the following:

Web Server

- Dual processors with quad cores at minimum 2.8 GHz CPU
- Minimum 6 GB RAM
- Minimum 40 GB Hard Drive
- Windows Server 2012

Database Server

- Dual processors with multiple cores at minimum 2.8 GHz CPU
- Minimum 8 GB RAM
- Minimum 80 GB Hard Drive
- Windows Server 2012

- Microsoft SQL Server 2012 or higher

Note: The Web Server and Database Server can either be separate or reside on the same machine. In case they are on the same machine, the minimum requirements are dual processors with Quad cores and at least 2.8 GHz CPU and 8GB RAM. For better performance, we recommend dual processors with Quad cores and 3.0 GHz CPU and above.

Web Analytics

To realize the full potential of your website, you must measure its progress. The easiest way to accomplish this is to actively monitor website traffic and the content most utilized by visitors.

Included with our hosting services, we offer web analytics to analyze website traffic. It presents site traffic reports in an organized and concise format, all with full-color graphics. By utilizing this, we are able to offer complete reports on website visitor patterns, referring sites, visitor paths, and demographics. The reports

enable you to understand the website end-users, what search engines and keywords they use to find your website, the pages they access, the documents they download most often, and much more.

The reports also provide activity and technical statistics that contain information about the average number of visits, the least and most active days, the length of visits, the total hits, the errors found on the pages, etc. These numbers are especially helpful when trying to determine the impact various site promotions have had.

The reports are made available to you over the web, and data is easily exportable to Word, Excel, and XHTML.

Unlimited Support

At Vision Internet we stand behind our clients and can provide you with the support you need. With the visionLive™ plan, clients enjoy unlimited technical support for their websites. Typical support questions include how to perform advanced tasks, configure the system, or accomplish some organizational need in the best way possible.

In all cases, Vision Internet is able to address your technical and/or operational needs. You will be assigned a service support person who will serve as your first level of support and manage any needs you may have. Continual monitoring of your site is provided to assist your staff in finding solutions to any unexpected problems. For issues that occur after business hours, emergency staff support is provided 24 hours a day, 7 days a week.

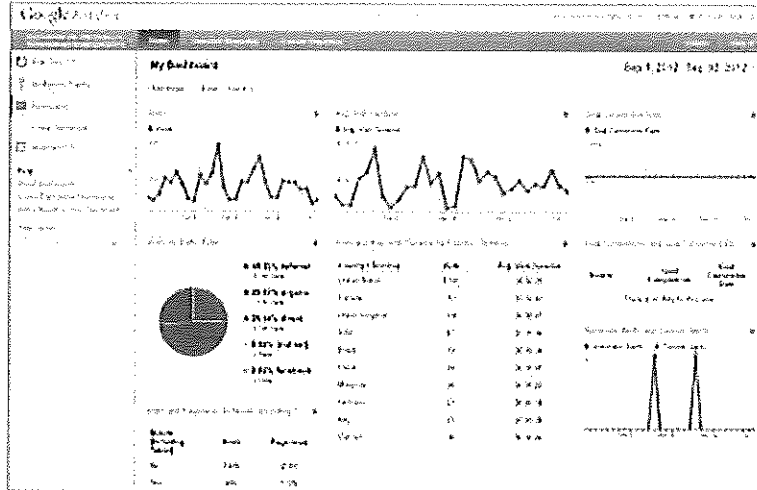


Figure 4: Web analytics provide advanced, interactive reporting.



Upgrades

Technology is continually evolving. visionLive™ ensures your website will keep pace. If upgrades to visionCMS™ are released, they will automatically be added to all visionLive™ client websites at no additional charge. Has a new browser been released? Has a new mobile device become popular? No worries! We have you covered.

New Components

Vision Internet's product development team is continually rolling out new functionality, through ideas generated by collaborating with our clients, trends in the industry, or new innovations developed internally. We want to make sure our clients can immediately utilize these tools as they are launched, without having to wait for a budget request. That's why with a visionLive™ maintenance plan, in addition to upgrades, you will also automatically receive new components as they are launched.¹

Free Graphic Redesign

The upgrades and addition of new site features will help keep your website up to date *technically*, but what about graphically? It is generally recommended that websites be redesigned every three to five years, which is why we include a free redesign to all clients who maintain a visionLive™ maintenance plan for four consecutive years. As part of the process, enjoy a refreshed layout, navigation, and custom graphic design – at NO additional cost!

SPARK Customer Resource Center

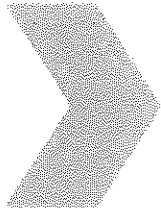
At Vision Internet, we are committed to delivering excellent customer service and recognize that providing support means more than just building a functional website. This is why, in addition to our dedicated support team, our clients have access to Vision SPARK, an online customer resource center.

With exclusive access to SPARK, you will be able to:

- ✎ Access our collection of CMS tips, tricks, and tutorials
- ✎ Submit and track your support requests with a quick click-of-a-mouse
- ✎ See what other Vision Internet clients are doing with their websites
- ✎ Learn about new features and components
- ✎ Customize your SPARK experience

You will also hear about exciting ways to upgrade your site when new features are introduced!

¹ Does not include new features that require design customization to implement.

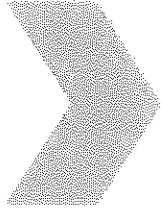


Timeline

The table below shows our recommended development and launch schedule along with a list of key deliverables/milestones. We can, however, work with you to find a way to shorten the schedule if you require.

| Implementation Step | Avg. Duration |
|---|----------------------|
| Vision Stage <ul style="list-style-type: none"> • Initial kick-off call with the District's project manager • Survey preparation and review • Review project goals and timeline | 2 – 4 Weeks |
| Concept Stage <ul style="list-style-type: none"> • Define navigation strategy • Homepage layout wireframe | 2 – 4 Weeks |
| Design Stage <ul style="list-style-type: none"> • Unique, custom graphic design • Custom icons, buttons, screen elements, and backgrounds • Homepage design comp | 3 – 4 Weeks |
| Development Stage <ul style="list-style-type: none"> • Implementation of visionCMS™ • Integration of interactive components • Migration of up to 50 pages of content | 4 – 9 Weeks |
| Quality Assurance, Documentation, and Training Stage <ul style="list-style-type: none"> • Final testing • Web-based training | 2 – 3 Weeks |
| Soft Launch & Final Launch <ul style="list-style-type: none"> • Move website to production server • Completed website • Website goes live | 2 Weeks |
| Total estimated time to launch | 15 – 26 Weeks |

** The schedule may vary depending on additional components and participant decision times. Some stages may overlap, which can reduce the total time of completion.*



Budget *creating for you*

With Vision Internet, you are sure to receive a website that delivers on its potential. Using our in-depth consultation process, we create unique solutions tailored to our government clients' most pressing concerns. We will build your website from the ground up with your needs and objectives in mind.

Based on our initial understanding of your RFP, the focus of your current website, and our extensive knowledge of local governments' needs, we propose the following scope of services.

Included Services

Our website development package is comprehensive and includes:

- The Vision Content Management System™, including the Included Interactive Components listed on page 40
- Web-based consultation meetings
- A web-based training session
- Basic Design Package
 - One homepage design concept with revisions
- 50 pages of content migration

Below is the cost for the Included Services above:

| Services | Hours | Rate per hour | Budget |
|----------------------------|-------|---------------|-----------------|
| Consulting | 32 | \$135 | \$4,320 |
| Project Management | 28 | \$135 | \$3,780 |
| Design | 34 | \$125 | \$4,250 |
| Design Production | 18 | \$95 | \$1,710 |
| Dynamic Programming | 28 | \$135 | \$3,780 |
| HTML Programming | 14 | \$105 | \$1,470 |
| Content Migration | 17 | \$85 | \$1,445 |
| Quality Assurance | 14 | \$105 | \$1,470 |
| Training/Documentation | 14 | \$125 | \$1,750 |
| Total not to Exceed | | | \$23,975 |

“ Vision Internet provided us with a straight-forward pricing model. All of the charges were clearly laid out...they fit within our budget and provided us with the best quality for our money.

Sabrina Oliver, Town of Chapel Hill

Included Interactive Features

In addition to the creative design, effective navigation, and easy to use Vision Content Management System™, we will provide you with many different interactive components and features for managing special types of content. The following are the components and features included in the proposed scope of work. Descriptions are available in Appendix II of this proposal:

SITE ADMINISTRATION AND SECURITY

- | | |
|---|---|
| › Audit Trail Log | › Flexible Site Variable Settings |
| › Backend Content Title Search | › Image Library |
| › Backend Dashboard | › Page Template Library |
| › Broken Link Reporter | › Personal Toolbar |
| › Content Review and Publishing | › Role-Based Security |
| › Component Manager | › Scheduled Content Review |
| › Content Scheduling | › SiteMaster Template Builder |
| › Context Sensitive Online Help | › Submission Validation (reCAPTCHA) |
| › Departmental Page Restrictions | › Recycle Bin |
| › Document Central | › Updated and Expired Content Reporting |
| › Drag and Drop Multiple File and Image Uploading | › Web Traffic Statistics |
| › Email Address Masking | › Widget-based Layout Options |
| › Enhanced User Interface | › Workspace |

CONTENT EDITING

- | | |
|---------------------------|-------------------|
| › Advanced WYSIWYG Editor | › Table Wizard |
| › Search and Replace | › Undo/Redo |
| › Spell Checker | › User Commenting |
| › Style Gallery | › Version Control |

ADVANCED NAVIGATION MANAGEMENT

- | | |
|---------------------------------------|----------------------------|
| › Automatic Breadcrumbs | › Navigation Control |
| › Connected Pages | › Navigation Redirect |
| › Content Categories | › Page Linking |
| › Dynamic Drop Down Menus | › Quick Links |
| › Error 404 (Page Not Found) Handling | › Single-Source Publishing |
| › External Link Splash Page | › Site Search (Google CSE) |
| › Friendly URL Redirect | › Sitemap Generator |

USER EXPERIENCE AND INTERACTIVITY

- | | |
|------------------------|---------------------------|
| › Business Directory | › In-page Content Editing |
| › Business Submissions | › Job Application Manager |

- Community Spotlight
- Dynamic Calendar System
- Dynamic Homepage
- Event Registrations
- Event Submissions
- Facilities Directory
- Facilities Reservations
- Feedback Form
- Form Builder
- Frequently Asked Questions
- Job Posts
- News
- Online Polls
- RFP Posts
- Rotating Homepage Banners
- Service Directory
- Single Sign On
- Staff Directory
- Sticky News

DEPARTMENT MANAGEMENT

- Department-Level Administration
- Department-Level Navigation
- Department-Level Sitemap

OUTREACH, MEDIA, AND SOCIAL NETWORKING

- Audio and Video Embedding
- Bookmark and Share
- eNotification
- Emergency Alert (site wide)
- Facebook FeedReader
- Forward to a Friend
- GovTrack CRM™
- OneClick Social Networking™
- Photo Gallery & Slideshow
- RSS FeedReader™
- Social Media Feed Reader
- Twitter FeedReader

ACCESSIBILITY

- Automatic Alt-Tags
- Dynamic Font Resizing
- Dynamic Reader Download Links
- Printer Friendly Pages
- Table Accessibility Tools

Additional Interactive Components and Features

- Extranet (Members Only)
- Responsive Design with visionMobile™
- Streaming Video Center

Optional Services

Depending upon your needs and available resources, you may opt for these additional services. They are not required to create a high-quality, successful project. Details are provided in the Vision Process outlined on page 31.

| Optional Services | Budget |
|---|---------|
| Onsite consulting <ul style="list-style-type: none"> › Onsite consulting and brainstorming sessions › Requirements gathering from project team › Creation of survey › All travel expenses | \$4,860 |
| Content migration – per 50 pages <ul style="list-style-type: none"> › Content formatting › Uploading related documents and images › Reduced pricing for quantities over 250 pages | \$1,445 |
| Onsite training program <ul style="list-style-type: none"> › One day onsite training › Classroom style content editor training › Advanced administrator training › All travel expenses | \$3,290 |
| Premium design services <ul style="list-style-type: none"> › Up to three homepage design concepts total (the District will select one for implementation) | \$4,840 |
| Sitemap consultation <ul style="list-style-type: none"> › Creation of information architecture › Create conceptual sitemap | \$1,455 |

Ongoing Service Plan Pricing

As outlined on page 34 above, Vision Internet offers a variety of on-going service plans for our clients. Pricing for each is outlined below. We would be happy to discuss each with you in order to determine the best fit for your needs².

| On-going Service Plan | Budget |
|------------------------|--------------------------|
| visionLive™ | \$550/month ³ |
| On-Premise visionLive™ | \$650/month ⁴ |

² In the event that Vision Internet is not hosting your website (i.e. if you choose to purchase our On-Premise visionLive™ solution or no hosting plan at all), a flat rate of \$475 will be charged for assistance in setting up the website.

³ visionLive™ subscription rates listed are based on a four year plan and the cost of your project as proposed. Please note this cost may vary should the scope of your project change. Subject to a 5% annual increase.

⁴ visionLive™ subscription rates listed are based on a four year plan and the cost of your project as proposed. Please note this cost may vary should the scope of your project change. Subject to a 5% annual increase.



| On-going Service Plan | Budget |
|-------------------------|--------------------------|
| visionEnterprise™ | \$9,500 |
| Hosting Only | \$200/month ⁵ |
| Hourly Maintenance Plan | \$110/hour ⁶ |

Recommended visionLive™ Plans

As listed above, we are offering the Cabazon County Water District our visionLive™ subscription service, allowing us to significantly improve the value of our post-launch services. For a low annual subscription rate, we are able to provide maintenance, hosting services, upgrades for the visionCMS™, newly developed CMS components and a free redesign after four years of visionLive™ service⁷.

Please note that we offer both a Year-to-Year Plan as well as a cost effective Four Year Plan:

| visionLive™ Services | Year 1 | Year 2 | Year 3 | Year 4 | Total* |
|----------------------------|---------|---------|---------|---------|-----------------|
| visionLive™ Four Year Plan | \$6,600 | \$6,930 | \$7,277 | \$7,640 | \$28,447 |
| visionLive™ Year-to-Year | \$6,930 | \$7,277 | \$7,640 | \$8,022 | \$29,869 |

****You save over \$1,400 dollars over the course of four years with a Four Year Plan!***

Additional Information

Included Warranty

All programming code within the project developed by Vision Internet is warranted for a period of one-year from the date of completion. We will create a backup of the website when it is completed. If any problem arises while you are maintaining the site, we will be able to restore the site back to its condition as it existed at the time of completion. If we are maintaining and hosting the site, we can restore it to its condition as it existed at the day of the last backup, should a problem arise.

In our over eighteen years of business, we have not had any significant problems arise, due to our extensive quality assurance process and technical expertise.

Terms and Conditions

Vision Internet agrees to perform the services at the prices quoted in this proposal. This quote is valid for 180 days.

Disability Accessibility

Although the language of the ADA does not explicitly mention website accessibility, the Department of Justice has issued guidance on the ADA as applied to the websites of public entities. We are capable of fully complying with Section 508 and WCAG 1.0.

⁵ Subject to a 5% annual increase.

⁶ Discounts available for plans greater than seven hours per month.

⁷ Does not include updates to configuration, content, or formatting among other restrictions; does not include new features that require design customization to implement.



Ownership and Intellectual Property

The Cabazon County Water District will retain all ownership of design, images, content, photography, illustrations and graphics. Vision Internet will grant to the District a non-exclusive and perpetual license to use Vision Content Management System™ and Interactive Components and Features (visionCMS™). Vision Internet will retain ownership of visionCMS™.



Conclusion

By implementing your new website as we propose, the Cabazon County Water District will take a significant step forward in its ability to serve its citizens. The website will incorporate our advanced content management system and creative design to enable users to get the information they need when they need it.

It is our un-matched years of experience, innovative creativity and focused **attention to our clients' unique** needs that allows us to create award-winning quality websites. Just as we have done for cities and counties in 44 states, we aim to do the same for the Cabazon County Water District.

We are very excited about the opportunity to direct our creativity and technical expertise towards creating a unique solution for you and your community. We are confident that our consulting, graphic design, programming, and client support expertise will result in the innovative website you are looking for. We look forward to the opportunity to work with the Cabazon County Water District **to create what's** next.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Reed McGinnis", written in a cursive style.

Reed McGinnis
Regional Sales Manager
Vision Internet Providers

Appendix I: visionCMS™ Component Highlights

visionCMS™ is the most advanced government-focused content management system available. In addition to the plethora of functions that simplify administration and save staff time, visionCMS™ includes interactive components and features essential to serving your website visitors.

Customization of the Vision Content Management System™ includes the frontend graphic design and layout as well as adding or subtracting fields for your specific needs. Additional components and customizations can be added during development or after launch for an additional fee. Our clients appreciate the flexibility that this level of customization provides over the cookie-cutter offerings of our competitors.

Included Interactive Components and Features

This section highlights several of our components and features that are included in the scope of your project. For a complete list, please refer to page 40.

Bookmark and Share

This tool allows website visitors to share your content with popular social networking and news sites including Facebook, Twitter, Delicious, Digg, Reddit and MySpace.



Business Directory

One way to promote local businesses is the use of a Business Directory in the District's website. This supports local industry and businesses by increasing their ability to reach a national/international market while at the same time making residents more aware of them. When you list businesses on your website, their individual websites may receive higher placement in search engines because of your link to them.

The Business Directory is an interactive index of local businesses. Your staff can post a business's name, description, location, contact information, links to their sites, and, if available, a graphic (i.e. logo or photo). Users would then be able to browse an alphabetical



Figure 1: Subdirectory shows local restaurants.



listing of these businesses or filter the directory based upon categories you define.

Additionally, businesses will be able to submit their information through the website and maintain their information over time. All submitted information must be approved by a website administrator before being made public on the website.

Connected Pages

Content on your website may be relevant to different departments, and thus may need to appear in different navigation areas throughout the site. Connected Pages, unique to Vision Internet, allows you to create multiple instances of any web page and place them in different areas of the website. Changes made to any instance of a Connected Page are reflected immediately across all other instances, saving your staff precious time and eliminating duplication of effort, while keeping information on the website consistent and easy to find.

Department Management

Key components on your website, including the Dynamic Calendar System, News, Frequently Asked Questions, and Job Postings, are setup to allow end-users to filter through content by department. Additionally, your departments can choose to display their department-specific items on their own custom pages. For example, the Parks and Recreation department can have their *own* events on their *own* calendar.

To provide consistency throughout the site, these department settings are managed in one-central location similar to the Component Category Manager. The Department Manager allows your website administrator to add unlimited departments, rename existing department names, and delete any unused departments from the list. Any change made from this component will automatically be reflected on all department functions throughout the website. Instead of limiting you to a certain number of department entries, this component empowers you with UNLIMITED potential as you maintain your website now and in the future.

Drag and Drop Multiple File and Image Uploading

Easily add documents and images to the website with the drag and drop function, available in the Document Central and Image Library. Select individual files, or entire folders of content for simple administration. Once you upload, files can be used in any component throughout the CMS.

Dynamic Calendar System

Interactive calendars are a staple of public agency websites and are an essential tool for your site's success. The Dynamic Calendar System can be used to improve attendance at your events and meetings by making it easier for users to find the types of events important to them. The Dynamic Calendar System allows staff to create calendars for any department or category your staff chooses. These calendars can share events, preventing duplication of effort.

Calendars can be implemented in a user-friendly monthly or yearly format. To assist users further, your website's Calendars will have filtering tools that allow them to find information by month, category, or even departments. This makes it quite easy to locate specific information.

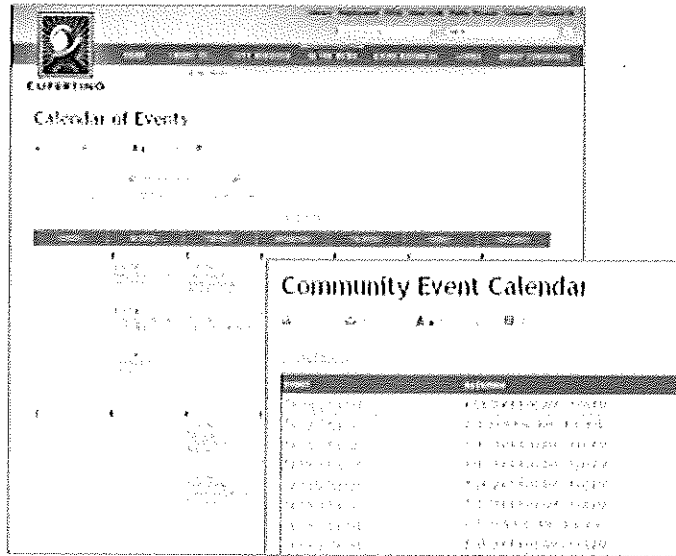


Figure 2: Use the Dynamic Calendar System to find meetings and events quickly.

Our Dynamic Calendar System contains a number of advanced functions including:

- ▶▶▶ Recurring events function
- ▶▶▶ Automatic archiving
- ▶▶▶ Integration with eNotification component
- ▶▶▶ Ability to create and assign filtering categories to events
- ▶▶▶ Ability to restrict use of categories by specific staff
- ▶▶▶ Ability to control which events to include on the homepage of the site
- ▶▶▶ Ability to insert calendar pages anywhere in the site navigation
- ▶▶▶ Ability to apply different calendar formats including standard monthly calendar and a listing of events
- ▶▶▶ Add to my Outlook, Google, and Yahoo calendars link
- ▶▶▶ Automatic event address link to Google Maps for driving directions
- ▶▶▶ Automatic RSS feeds

NOTE: With the eNotification component, calendar events may also be broadcast to subscribers via email.

Emergency Alert (Site-wide)

In the case of an emergency, it is extremely important for the Cabazon County Water District to reach out to residents in the most efficient way possible. By doing so, potentially life-saving information reaches those who need it most. Notifying the District's website users is simple with the Emergency Alert banner. The notice is easily customized and can be prepared in advance with common evacuation or shelter information. As some users may not access the website through the homepage, when activated, the Emergency Alert banner will prominently display across the top of the website of every page so users would not miss it.

eNotification

Increase communication, draw in more repeat users, and get important information out more quickly, using our email based eNotification tool. Our tool provides a sign-up box allowing users to add their email addresses to receive important notices, and set their preferences for the eNotifications they would like to receive. Each registration is verified via a confirmation email that the user must respond to in order to complete the registration process. This same mechanism allows each user to change preferences including opting out from subscription lists.

To better manage the eNotification process, your staff can see how many subscribers there are for each category, plus edit subscriber information and export the subscriber database for use in other systems. Additionally, a marketing dashboard allows administrators to track the number of sent emails and the open rate.

The best part about our eNotification tool is that it also integrates with the Calendar, Job Postings, RFP Postings, and News components, giving you the ability to broadcast event and news content from your website to your subscribers. There is no need to recreate the content. This integrated approach enables your users to sign up for different types and categories of content on a single subscription page in order to have it delivered directly into their email box.

Facilities Directory

The Facilities Directory provides citizens with a listing of all types of facilities in the community. Site users are able to search the listing by type (such as parks, recreation centers, and schools) amenities (such as swimming pool, meeting rooms, and kitchen), and capacity. Because the tool is designed to list all facilities in the community, it has a registration form where organizations can put in the necessary information about the facility they have available. Entered information does not become live on the website until after review and approval by your designated administrator.

Facilities listed on the directory can also be added to a Google map of your area, providing website visitors with a visual guide to District amenities.

Facilities Reservations

As an additional function of the Facilities Directory, your users will be able to reserve facilities online, making it more convenient for your visitors and residents who are trying to plan events. With the Directory implemented with maps and reservation capabilities, your website will become a one-stop location for finding and using District amenities!

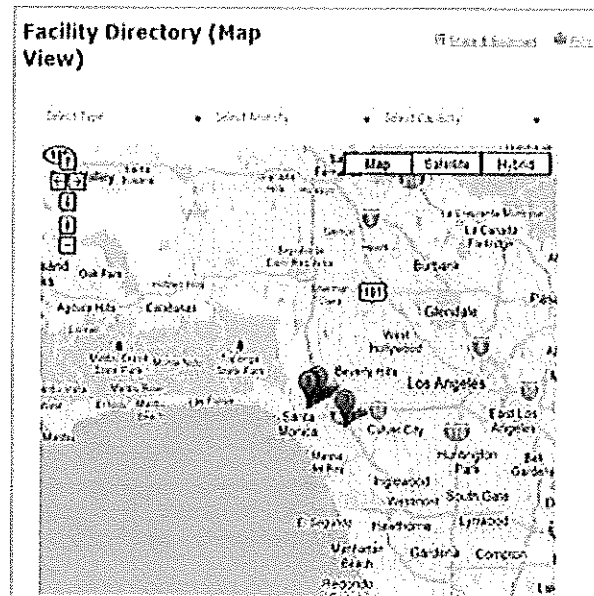


Figure 3: Locations listed on the Facilities Directory can be posted onto a Google map.



Forward to a Friend

What better way to build traffic to your website than through the Forward to a Friend component. In content rich websites like yours, people will often find information they want to share with others. With the Forward to a Friend component, you can easily forward a page of interest to a coworker, friend or colleague. Additionally, the interactive components will automatically have a link for forwarding to a friend. The simple form asks for both the sender and recipient's email addresses and, if they care to, allows comments to be sent with the page link. The recipient will receive a short email from their colleague directing them to a specific page on your website. This component empowers your online visitors to share information from your website that they find particularly useful.

Frequently Asked Questions

Frequently Asked Questions (FAQ) are a website staple that visitors have come to expect. While traditional FAQs consist of long lists of questions that may overwhelm users, our component provides a simple and easy way for them to find the information they need. Website visitors are able to browse the list of questions (and answers) by categories you define. Multiple categories may be assigned to each question so that your visitors will be able to find answers based upon the category that best matches what they are looking for.

Your staff will also love the feature because our component presents a much simpler solution to creating FAQs. Questions and their associated answers are submitted through a simple and centralized interface. Our component does the rest!

Friendly URL Redirects

The Friendly URL Redirect component allows you to change the address of any page on the Cabazon County Water District website to www.cabazonwater.org/_____. For example, with the Friendly URL Redirect component you can change the address of the Calendar to www.cabazonwater.org/calendar, which is much more user-friendly than www.cabazonwater.org/index.aspx?page=16.

Image Library

The Image Library is a centralized place where all images used in the website are stored. This saves space because only a single version of each image is used on the entire site. This also provides greater control, as you can restrict the ability to add new images to specific staff members within your organization. Images remain archived when deleted to prevent accidental broken links within the website while the content management system tracks all pages using individual photos to make it easier for you to replace images in individual pages.

The Image Library also incorporates several components that make managing images much easier. They include automatic scaling and sizing of photos to the maximum size recommended for your website plus automatic alt-tag insertion for images added to pages to ensure future Section 508 compliance.

Job Postings

Job Postings is one of the most popular types of content on public agency websites. By posting jobs within the site, you are both attracting possible candidates and averting the flood of telephone inquiries about positions that do not exist. This, of course, keeps your administrative costs down.

Our Job Postings component makes posting jobs a snap. Your HR staff fills out a simple form with fields such as position, department, salary, and benefits. Staff can schedule when postings go live on the website and when they expire, thus simplifying the process and reducing your administrative time and costs.



Figure 4: Users can filter for Jobs of Interest.

To make it easy for users, postings can include interactive components for filtering available positions by category, type of position, posting date, and salary. As is normal for all our components, your staff is able to define the categories or classification of Job Postings.

NOTE: With the eNotification component, job postings may also be broadcast to subscribers via email.

News

By posting news on your site, you will improve communication with your target audiences. Our experience is that news can take many forms, including press releases, feature stories, and "what's new" content. With our News component, each of these types of news can be implemented onto a single section of the website or have their own separate area. To ensure usability for website visitors while providing simplicity for staff, news content is automatically moved to an archive section at a predefined interval after publishing. Website visitors can also browse the archive by category. This is a great way to provide a historical archive while making site administration easy. Additionally, RSS feeds of news items are automatically available to website visitors.



Figure 5: News Items are easy to find from a centralized location.

NOTE: The News component integrates with eNotification for broadcasting information to subscribers via email.

Photo Gallery

Nothing spices up a website like pictures. With our Photo Gallery component, your website visitors can browse through images of the water district and its exciting events. Users can view photo albums defined by your staff, and either look at images via thumbnails or a slide show. Simply upload the image from the Image Library to the new album and add a caption; thumbnails are created and added to pages based upon the predefined template. What a great way to save staff time while livening up your website!

RFP Postings

To make future Requests for Proposals simpler, easier to manage, and more cost effective, the website can include an RFP Postings section where they can be posted along with amendments and updates.

Potential vendors can download RFPs in a PDF format. Because RFPs are time sensitive, you can schedule when the RFP posting would be live on the website and when it would be removed, thus ensuring your website is kept up-to-date with minimal staff time required.

NOTE: RFP Postings can be integrated with our eNotification system to alert users by email.

Rotating Homepage Banners

Rotating Homepage Banners is a great way for you to mix up the design on your site, and ensure that your homepage always looks fresh and inviting. You can easily change the images at any time, and each rotating image can be set to link to a different page on the site, allowing you to use the banner area to highlight special features, events and services. This makes it a great marketing tool for the Cabazon County Water District!

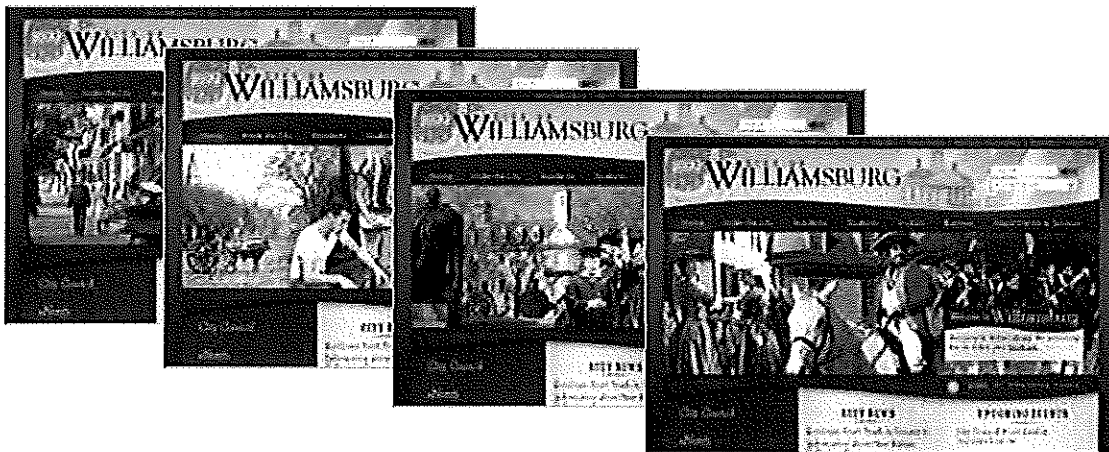


Figure 6: Rotating Homepage Banners keep the website looking up-to-date.

RSS FeedReader™

In contrast to our RSS Feeds feature, which allows users to syndicate content from your website to their readers such as My Yahoo, iGoogle, My MSN etc., the RSS FeedReader allows you to syndicate content from other websites into your website. Syndicated content can vary and be selected by you to include feeds about your overall organization or individual departments, making your website more comprehensive and up-to-date.

RSS Feeds

RSS (Really Simple Syndication) Feeds keep local residents, potential visitors, and other subscribers up-to-date on important news, events, and announcements from your website. Users can subscribe to your website and receive automatic updates in their RSS readers, mobile phones and personal homepages (such as iGoogle, My MSN and My Yahoo!) as a convenient way of remaining current on events.

Social Media Feed Reader

Vision Internet incorporates feed readers into your website that pull content from social media websites such as Twitter and Facebook. This allows you to display all of your social media updates simultaneously on your website without having to make updates in two different places. The benefits of this are two-fold: your residents no longer have to check more than one website to stay updated with all the newest information, and you encourage your website visitors to be active and interact with the community via both social media and the website itself.

Social Media Pin-It Tool

Integrate Facebook, Twitter, Google +, or Pinterest sharing options into any page within the website with our social media tool. This allows you to add these as you like to specific pages, and your website visitors have the option to now instantly share the page via social media. Not only this, but now you can see how many times other people have shared this.



Service Directory

Key to serving your users is making it easy for them to find the services they need. While we generally recommend organizing information by topic or service in addition to by department and target audience, the interactive Service Directory allows users to filter or search a list of services by category, department, and keyword, thus simplifying the entire process.

For each service in the directory, you can provide a title and description plus associate the service with contacts in the Staff Directory.

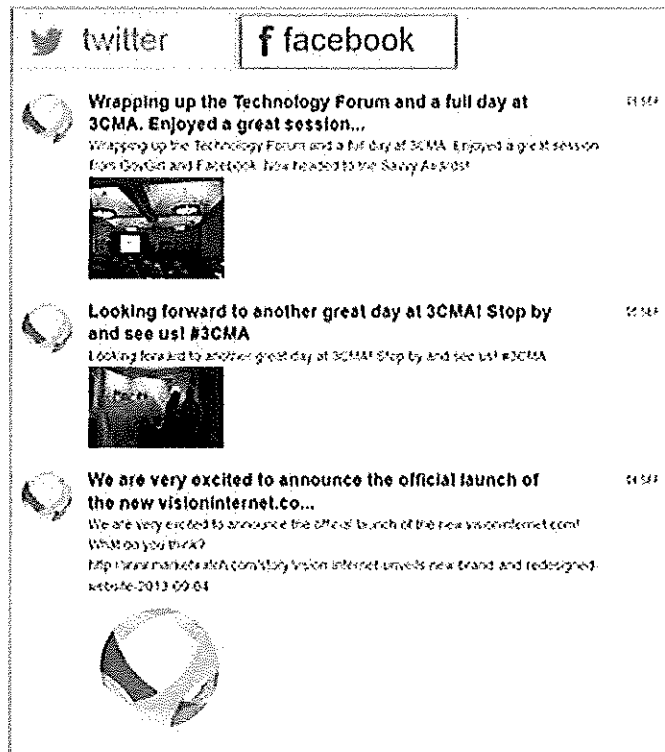


Figure 7: The Social Media Feed Reader pulls content from social media websites for display on your own website.

Staff Directory

It is often difficult for website visitors to find the correct person to contact in a government agency. However, the useful Staff Directory component greatly simplifies this search. It can list all staff persons, departments, even related agencies and partners, along with their contact information and description of their role or area of specialization. Your website users will love the convenience, simplicity, and accessibility; they can easily filter the list of staff based upon name, department, or other criteria determined to be important to them.

Additionally, your staff will be pleased that they can make their email addresses available to others without exposing their contact information to spammers. Our component "masks" email addresses so that email-harvesting software used by spammers cannot automatically extract them from your website.



Figure 8: Staff Directory allows users to interactively find staff contact information by department or name.

Updated and Expired Content Reporting

This handy administrative feature provides website administrators a snapshot of website activities. An initial search can display expired content, created or updated content, then can be further filtered by content type or by department. Need to quickly find out what section of your website hasn't been updated for a while? Curious to see which department has been most actively creating new content? The Updated and Expired Content Manager makes website oversight easy!

Version Control

The Version Control feature lets site administrators save multiple versions of any page on the website. This provides for easy restoration of site content in the case of an unintended edit or delete. Additionally, if content changes seasonally, multiple versions can be queued up and ready to go – then published with a single click!

Marketing Services Proposal

May 11, 2015

Presented To:



Elizabeth "Ellie" C. Lemus
Administrative Assistant
(951) 849-4442
ELemus@cabazonwater.org

Prepared By:

Jack Riedel
VP, Business Development
602.840.5530 x 308
jriedel@newanglemedia.com

In response to a Request for Proposal (CWD Proposal Website RFP.pdf), this document is provided to Cabazon Water District (herein Client), and New Angle Media, LLC (herein NAM) with its principal place of business at 2601 E. Thomas Road, Suite 235, Phoenix, AZ 85016. Client requests from New Angle Media a proposal to supply certain marketing services in connection with the selling, marketing, and/or communication activities of Client, and New Angle Media desires to supply such services. NAM proposes the following:

I. Services & Specifications

A. Project Management

New Angle Media will work closely with Client throughout all projects to ensure expectations are met. We utilize Agile development methodology which encourages client involvement throughout the development process. The project team assigned to your account is:

Jack Riedel

Account Executive

602.840.5530 x308

jriedel@newanglemedia.com

Andrew Tamala

Creative Director

602.840.5530 x304

atamala@newanglemedia.com

Shaun Roberts

Software Director

602.840.5530 x301

shaun.roberts@newanglemedia.com

Tod Morton

Project Director

602.840.5530 x313

tmorton@newanglemedia.com

B. Requirements

NAM proposes to meet all of the requirements and produce all of the deliverables for the development needs, tools, functionalities, and scope of work as outlined in the RFP titled CWD Proposal Website RFP.pdf, **EXCEPT** for Item 7 under Website Content – Customer Account Access. This component would need to be developed under a separate scope of work, timeline, and budget. Notwithstanding Item 7, this proposal's timeline and estimated pricing is therefore inclusive of all items therein, in addition to any other items listed below and subject to any clarification required.

C. Website Design and Development

NAM is proposing to design and develop a new website with a clean look and feel, fresh compelling design, and modern functionality. This site will incorporate current digital

technologies like HTML5 and will also be fully optimized for mobile viewing on smartphones, tablets, laptops, etc. using our very own NewView technology, based on the best practices of responsive design methodology.

Additionally, NAM proposes integrating a self-service Content Management System (CMS) to create, edit, and manage specific site pages, sub-pages and assets. This will allow Client's staff to add content and perform site edits to the specific pages in real-time. A web content management system (web CMS) is an integrated application to create, manage, store and deploy content on specific webpages. Please note that portions of CMS website architecture/navigation functionality remain static and non-editable by CMS users. For example, the ability to create top level menu items is fixed as well as the ability to change design template layouts.

Requirements: All site content including copywriting, photography, etc. and approvals are required by New Angle Media and are to be provided exclusively by Client.

The new website design will be approved by Client after NAM provides the following wireframes and/or mockups:

- Process Review: Key display elements, categorization, architecture, etc.
- Design & Layout
- Functional Specifications
- Up to 2 round of mockup revisions

The following will also be included:

- Back-End Admin CMS functionality*:
 - Secured Admin User Login
 - Data-driven site with tables of content and MySQL storage
 - Admin Dashboard
 - Rotating Slider (if requested):
 - Ability to select web assets for display in slider; e.g. images, posts, etc.
 - Displays title, summary or excerpt and header image if applicable
 - CMS Solution support for associated child pages (Edit title, description, file)
 - Ability to edit specified main pages (up to 8 section primary navigation); e.g. Home, Directors, Resources / Downloads, Rates, Conservation, etc.
 - Ability to create child pages (up to 30) and assign to parent page
 - Ability to upload and categorize PDFs or other digital content
 - Ability to embed video content for display in pages and posts

- Ability to assign Meta keywords, Meta descriptions, categories (as needed) and tag page content for SEO
- Site to include SEO integration utilizing Google Analytics
 - Includes necessary Sitemap files

The following will not be included as part of this proposal but can be proposed separately:

- Account Access / Customer Portal
- E-Commerce
- Copywriting
- Content Creation

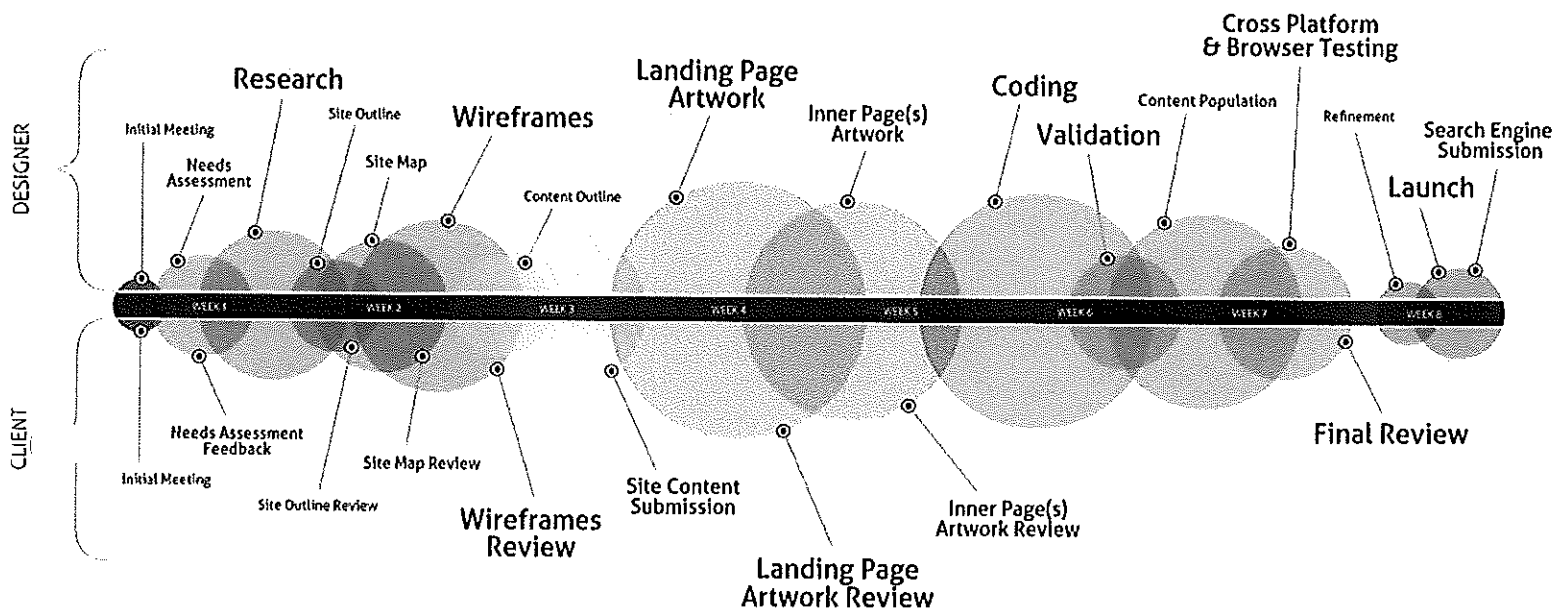
D. Hosting

The fee for our yearly website hosting package is \$400. Hosting for the first year is provided at no additional charge. Website hosting does not include email setup or email hosting. The \$400 per year hosting fee will be waived in successive years if Client is paying for any monthly retainer package.

E. Schedule

Upon proposal acceptance, all non-recurring services outlined herein are expected to be completed in approximately eight weeks. The schedule provided is for estimation purposes only based on current capacity. The schedule is subject to change due to delays in delivery of project materials and content, rescheduling of meetings or calls, submission of revisions or approvals, etc. Monthly services provided under any support & maintenance and/ or social media retainers will automatically renew on the first of every month. Monthly retainers may be cancelled at any time. The diagram below provides a visual representation of our timeline (8 weeks) and requirements fulfillment of the entire project:

PROJECT LIFECYCLE MILESTONES, INVOLVEMENT, IMPORTANCE & TIMELINE



F. Optional Services

1. Monthly Support & Maintenance Retainer

New Angle Media will provide a monthly support & maintenance package (after an initial complimentary 60 day warranty period) which includes routine site maintenance, fixes, updates, and technical support. In most cases, routine changes are completed within 2 business days. This package is \$495 per month and includes up to 6 hours of support. Additional support is \$100 per hour.

Routine changes include:

- Edits, revisions, or new textual content on existing pages
- Consultation / guidance on the use of the website and its integrated systems / applications
- Maintaining a backup copy of all website content
- Assist in the creation of marketing materials such as email templates or banner advertisements. Marketing materials must be based on current designs only.

Routine changes do not include:

- Web site re-design, re-alignment or re-development
- Original graphic design not already provided
- Search engine optimization services

2. Marketing Solutions

Should Client desire any solution services listed below, a separate proposal will be provided:

- Social Media Management
- Branding and Identity
- Graphic Design and Illustration
- Photography
- Copywriting

3. Studio Productions

Should Client desire any studio services listed below, a separate proposal will be provided:

- Full Service HD Studio
- On-location Productions
- Green Screen Filming
- Advanced Video Editing
- 2D and 3D Animation
- Motion Graphics and Special Effects
- Mobile Device Video Playback Support
- Meta Tags and Video SEO
- Scriptwriting and Storyboarding

II. Pricing

The services described in this proposal shall be completed according to the price structure detailed below:

One-Time Fees

| | |
|---|------------------|
| A. Website Design and Development (I.C) | \$7,450 |
| B. Less 20% New Client discount | <u>(\$1,490)</u> |
| C. Total: | \$5,960 |

Recurring Annual Fees

| | |
|--|----------------|
| D. Hosting (I.D) | \$400 |
| E. Waived first year, included with any retainer in subsequent years | <u>(\$400)</u> |
| F. Total: | \$0 |

Optional Recurring Monthly Fees

G. Support & Maintenance Retainer (I.E.1) Yes No

Client Acceptance:

Signature

Date

Name

Upon selection of options above and acceptance of this proposal, an agreement will be delivered to Client by NAM for review and signature.

Expletus Group, Inc

Project proposal: Cabazon Water District - Website RFP

Client: Cabazon Water District

Delivered on: 11 May, 2015

Submitted by: Gregorio Sandoval

Overview and Goals

Dear Elizabeth ,

It was great to speak with you about your new project for Cabazon Water District.

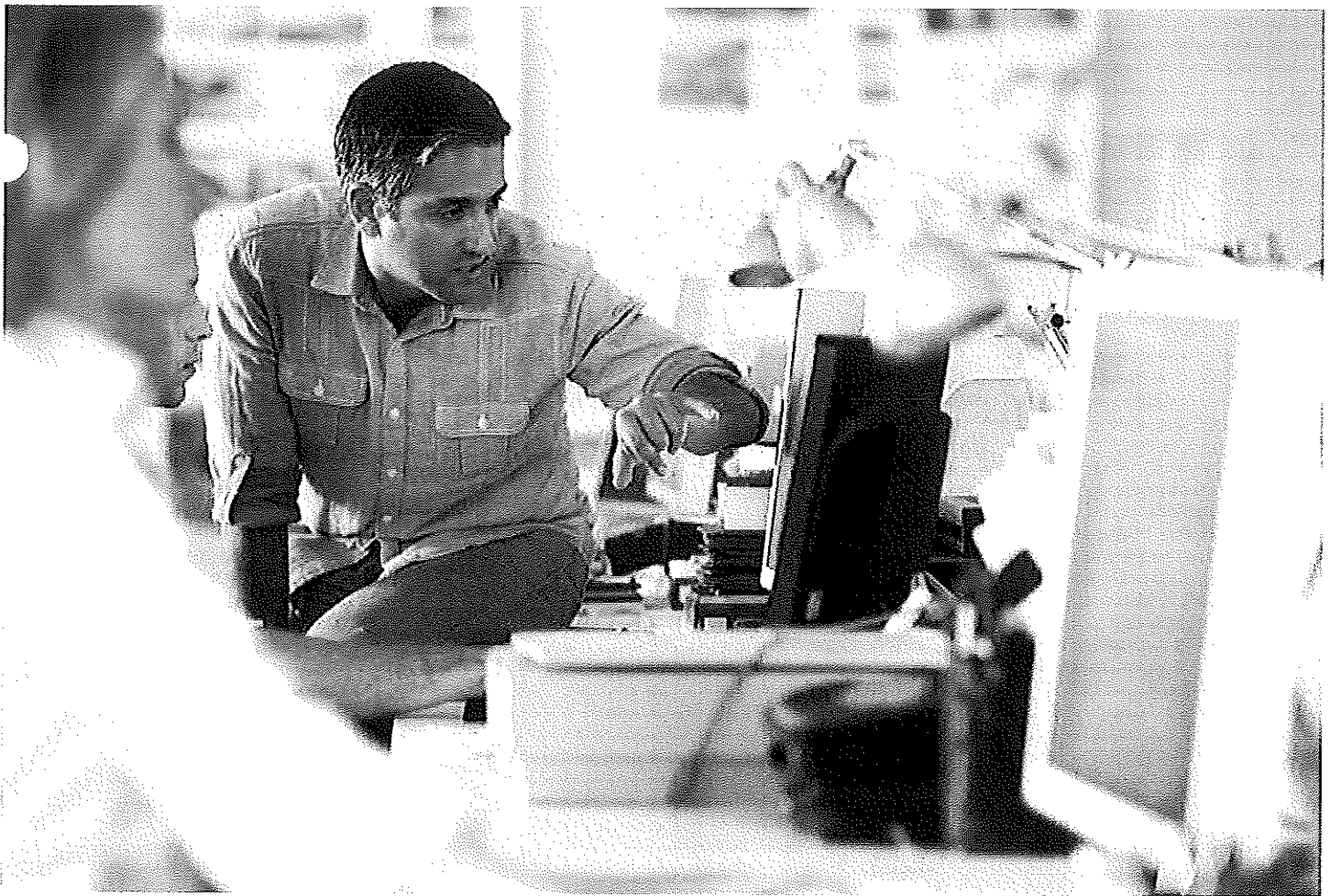
Gone are the days when we knew for certain that everyone was viewing the web on a desktop or laptop computer so websites were designed and developed for that standard experience. Increasingly, people are viewing the web on a variety of devices - tablets, smart phones and other mobile devices. If your website does not support those devices, this can negatively affect how users interact with your business. The site may load slowly, the layout is fixed and awkward to navigate and you may end up with a frustrated user. Statistics show that most users don't convert when using small screen devices which means you may be losing out on valuable business opportunities.

The Expletus Group team can turn this problem around using *responsive design*. We'll design your website's front-end templates to adapt and scale to whatever kind of device the user is viewing from while maintaining your existing look and feel and improving overall performance. We'll test it on a variety of devices - mobile and non-mobile - to ensure the experience is consistent and easy to use.

Sincerely,

Gregorio Sandoval

Expletus Group

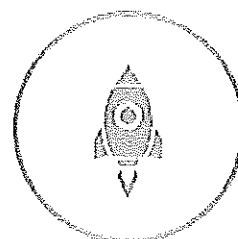
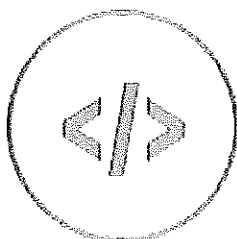
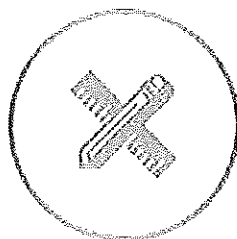
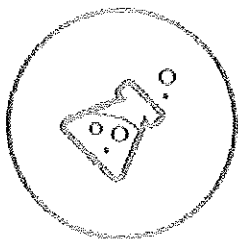


1. Introduction

At Expletus Group, we're all about the experience. We design simple, compelling, and functional websites that make it easy for users to quickly find exactly what they're looking for when they arrive at your site and then convert them into paying customers. It's about creating a online experience that transforms users into followers, customers into ambassadors.

We do this by listening to you, understanding your target audience, and putting our extensive online knowledge to work on a plan that will improve your business goals and change the way you think about the potential of the internet.

Oh, and if you're wondering, we're mobile first. It's not just the way of the future. It's the way of right now.



Our Team

GREGORIO SANDOVAL

Technical Director / President

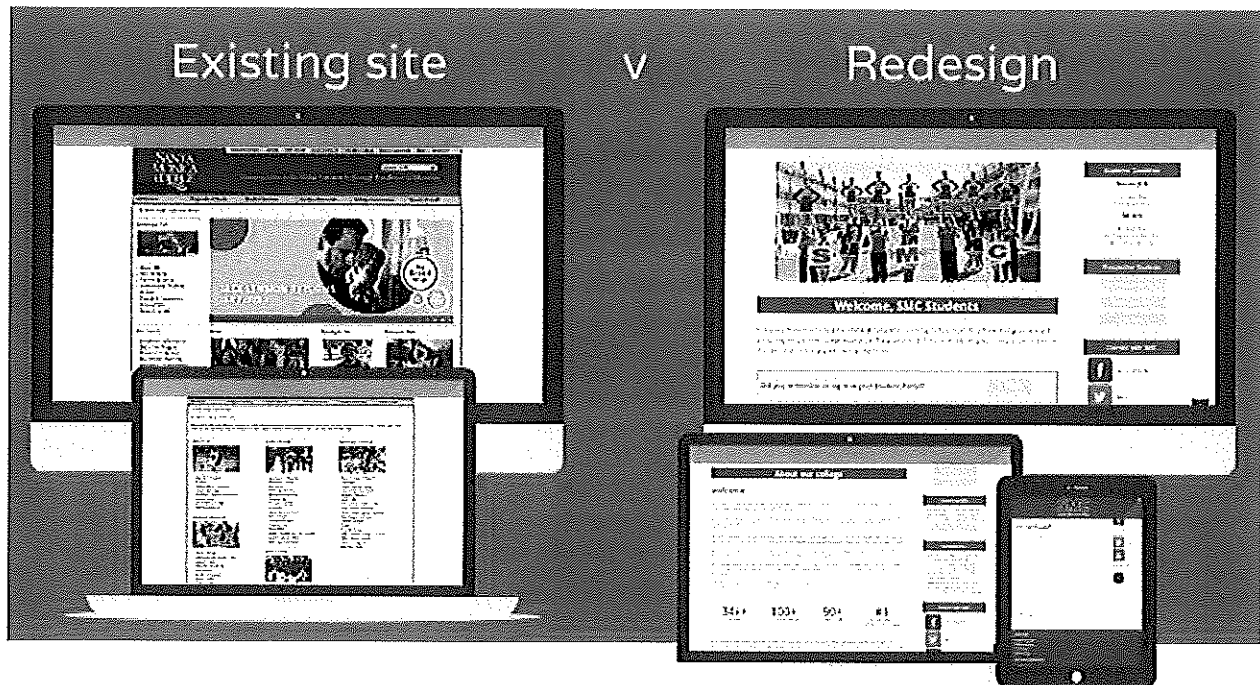
Gregorio Sandoval owner and operator of Expletus Group, Inc. a technology consulting firm specializing in Development and Deployment, Virtualization, Application Development and Design, Project Management, and Network security.

JOVAN LAURENCIO

Arts Director / UX/UI Practioner

Director of Arts conceptualizing, designing, and developing emotionally interactive web experiences.

Santa Monica College



PROJECT GOALS

The client is seeking sponsors to help diversify the project opportunities within the program. The client wants a website to present to potential sponsors that includes: a description of the program, a portfolio of projects, and visible calls to action for those interested in sponsoring a program.

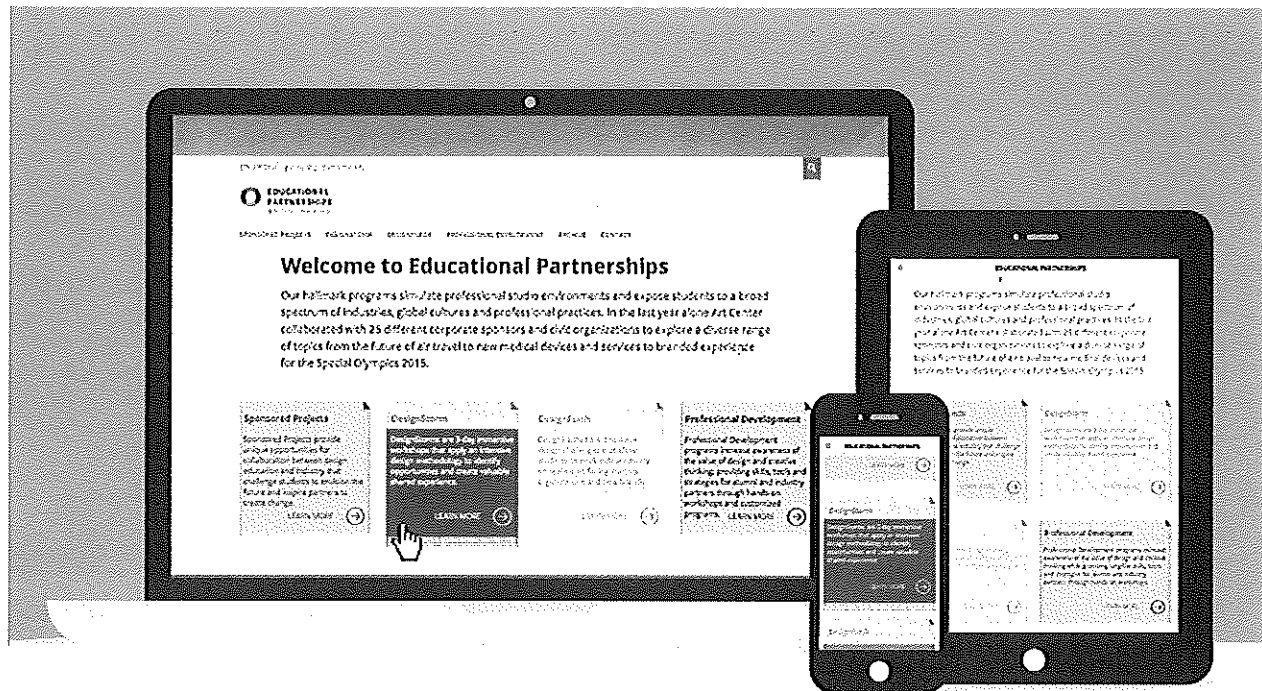
OUR SOLUTION

A Ghost Enterprise powered site that harnesses the flexibility of native archive and blog features.

KEY FEATURES

Responsive layout, portfolio archive, CSS transitions. // Built with: Ghost, Twitter Bootstrap, & jQuery. Integration with Social Media (Facebook / Twitter)

Educational Partnerships



PROJECT GOALS

The client wants a website to present to potential sponsors that includes: a description of the program, a portfolio of projects, and visible calls to action for those interested in sponsoring a program.

OUR SOLUTION

A Ghost Enterprise powered site that harnesses the flexibility of native archive and blog features.

KEY FEATURES

Responsive layout, portfolio archive, CSS transitions. // Built with: Ghost, Twitter Bootstrap, & jQuery. Integration with Social Media (Facebook / Twitter). Stripe powered Payment Gateway for conversion of Donation payments.

Skeletons in the Closet



PROJECT GOALS

The client requested eCommerce mobile, tablet and multi platform PC ready system for existing gift shop. Accessible by both staff and customers including Hosting and Support contracts.

OUR SOLUTION

A eCommerce powered site that harnesses the flexibility of native archive and blog features. Custom API integration with existing payment processor. Shipping and CRM integration for staff.

KEY FEATURES

Responsive layout, portfolio archive, CSS transitions. // Built with: Ghost, Twitter Bootstrap, & jQuery. Integration with Social Media (Facebook / Twitter). API implementation of existing payment processor. Shipping integration for carriers used by client.

2. Scope of Services

Research

The first step is we need to thoroughly understand your business, your business goals, your customers and their expectations and behaviour, and how your website factors into all of it. We'll also look at the competitive landscape to establish context and benchmarks for how your site should function and then improve on that. This stage will give us the foundation for moving forward with just the right recommendations for the design and development of your new responsive website.

Design

Once we're armed with this information, we'll set to work sketching out interface layouts for 3-5 different views, including the home page, sub page, the blog template, and any additional templates needed. Wireframes look like simple skeletons of your website without the visual polish of the finished design, allowing us to experiment and iterate on solutions quickly so that we have a good sense of how content should be laid out across different screen sizes.

Next we'll design high-fidelity comps that show what the final designs will look like on desktop, tablet, and smart-phone screen sizes, providing up to two rounds of revisions on the design.

Development

Once you've approved the design, we'll start building them using (but not limited to) HTML5, CSS, and Javascript.

Content Management System (CMS) Integration

After testing the static layouts, we integrate the new designs with a CMS. To do this we'll need to mirror your live site in a development environment, then our QA department will test the site across different browsers (Firefox, Chrome, Safari, Internet Explorer 9+) and devices (iPhone, Android, Tablets, etc). Any bugs that arise from this testing will be fixed prior to launch.

We use Ghost Enterprise as our premier hosting and CMS solution. Utilizing technologies including but not limited to HTML5, CSS 2/3, Javascript. The CMS platform coupled with Expletus Group's expertise in software development allows for custom API integration of your preference.

Additional Recommendations

User Testing

Although not required, testing the designs with real users will greatly improve the quality of the finished design and help catch usability issues before time is spent building out the designs. User testing involves our usability professionals recruiting up to 5 users and asking them to perform tasks. We record the results of the test and then deliver the video to you along with a list of usability issues or comments that our design team can implement. It's like the digital version of the old adage "Measure twice, cut once."

Support Retainer

We recommend retaining our services after the site is launched to assist with any further support issues that arise. As part of this retainer we will also provide monthly analytics reports and recommendations to further improve your site conversion.

3. Timeframe

To complete the work outlined in the project scope, we'll need approximately 12 weeks from beginning to end, depending on when we receive feedback at each milestone. Upon signing the proposal we are prepared to start work immediately.

| | |
|-----------------------------|-------|
| Research | 1-2 |
| Present Wireframes | 3 |
| Present finished mockups | 4-5 |
| Code HTML/CSS templates | 6-7 |
| Wordpress Theme Integration | 8-9 |
| QA Testing and Review | 10-11 |
| Deployment to live site | 12 |

Your Investment

Below is the budget we've estimated based on the scope of services outlined earlier in this proposal. If you have any questions about our pricing or need to increase or decrease the scope of work, please leave a comment and let us know.

CORE BUDGET

| Description | Price |
|--|-----------------|
| Research Hourly Rate 55.00\$ (Estimation of 15 hours) | \$1,125 |
| Design Hourly Rate 125.00\$ (Estimation of 25 hours) | \$3,125 |
| Front-End Development Hourly Rate 125.00\$ (Estimation of 20 hours) | \$2,500 |
| CMS Integration Hourly Rate 125.00\$ (Estimation of 25 hours) | \$3,125 |
| CMS Annual License (Ghost CMS) Annual License Fee includes SSL Certificate and Hosting | \$6,000 |
| CMS Training Hourly Rate 55.00\$ (Training Support Block 20 hours) | \$1,100 |
| Support & Maintenance Retainer (Annual) Annual Support & Maintenance Retainer | \$3,000 |
| <u>Proposed Estimate Total</u> | \$19,975 |

RECOMMENDED (ADDITIONAL EXPENSES)

| Description | Price |
|--------------|-------|
| User Testing | \$750 |

NEXT STEPS

1. If you have any questions at all, please let us know. We're happy to clarify any points and there may be some items that we can sort out together. We're committed to finding the best way to work together.
2. Once you feel confident about everything and are ready to move forward, please contact us directly.
3. Once we receive notification of your acceptance, we'll contact you shortly to sort out next steps and get the project rolling.

Gregorio Sandoval
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o. 213.226.6699

5/19/15

To The Manager of the
Water Board

Please read at tonight's board
meeting as I am unable to appear
due to my health.

Mrs. Billie Jo McClune

To: General Manager (Calvin Louie)

Cc: Cabazon Water District Board of Directors

April 8, 2015

On Tuesday, April 7, 2015. Around 4:00 p.m. Mrs. Mariner came to my home, barged into my living room uninvited and without knocking and began yelling about my Godson (John) working with Mr. Saldana. I told her the politics of the water district do not concern me and that I do not appreciate this being shoved down my throat. Mrs. Mariner's concern had nothing to do with me.

Mrs. Mariner began disparaging Mrs. Bui and her husband. Stating she would get Teresa and Ernie no matter what. This went on for over an hour possibly two. Mrs. Mariner was asked to leave, but would not, continuing to speak about water district politics. At one point stating she would get Teresa kicked off the Board.

I find this behavior and activity to be uncharacteristic of a Director, It was very unprofessional and distasteful for her to make all the accusations about two people that do not speak to me about her or her family.

Please consider this my complaint regarding this incident. Please address these issues with her and convey to Mrs. Mariner that her actions were wrong, spiteful and hurtful. I expect a written and public apology.

Kind Regards, Mrs. ^{McClone}~~McClune~~

Billie Jo McClune

To: General Manager Calvin Louie,

To: Cabazon Water District Board of Directors,

May 18, 2015

My name is John Henderson I came to Cabazon to take care of my Godparents. At the time my Godfather was dying of cancer. He lost his battle in September of 2014. At that time the family asked me to take care of my disabled 75 year old Godmother.

I am not here to discuss or get involved in the obvious political conflict between the water board members, nor do I want to. The only reason I am aware of this problem is because on April 7th 2015. Carrie Mariner came to my house very distraught because I was cleaning a lot next door to her home, and had Ernie Saldana and his children helping me with his truck to haul away debris on the property.

I heard Mrs. Mariner raising her voice at my 75 year old Godmother. So I came to see what the yelling was about. Mrs. Mariner carried on for approximately 2 hours about Ernie ██████████ and Teresa ██████████, how she doesn't care for them, accusing them of things I have never witnessed, nor am I aware of. In the midst of her complaining she stated that the water board was sanctioning Teresa for being dishonest.

I feel that the dysfunctional behavior of Carrie Mariner towards a 75 year old disabled woman, that knows nothing of the politics in the water board is very unprofessional of a person in a political position such as hers.

After this incident I felt it was necessary to write a letter of support for Teresa and her family. I went around to others nearby that I know have the same opinion of Teresa and her Family.

I have known Ernie, Teresa, and family for over 8 years.

They are not the people Carrie Mariner portrays them as. My biggest problem with Ernie Saldana is that he enjoys helping other for free.

On occasion I find myself helping people that Ernie agreed to help, but how can I complain when he has been helping me never asking for a cent.

Sincerely, John Henderson

Martin Sanderson
Post Office Box 811
Cabazon, CA 92230
(951) 922-1880

June 2, 2015

To: Cabazon Water District.
From: Martin Sanderson and Janet Mejia, Directors
Re: June 15, 2015 Regular Board Meeting Agenda item request:

On May 18, 2015, at approximately 3:44 P.M., I handed a request to Ernie Saldana that he make a retraction. He advised me, at that time, that he would respond in writing. That was prior to the Finance and Audit Committee Meeting. During the meeting CPA, Linda Halley, reported that no Directors were absconding with funds.

The agenda item request is that the Directors be an allowed to review Ernie Saldana's written response.

We request that this be the last agenda item for the day.

This request hand delivered to Ellie Lemus at the Cabazon
Water District on June 2, 2015 at 9:26 A.M. by Martin Sanderson, Director.

Thank you

Martin Sanderson, Director
Martin Sanderson, Director

Emergency Response & Water Pipeline Repair Overview of Contractor, Terms, and Related Equipment Rental (Revised 05/11/2015)

| Category | Merlin | TE Roberts | Borden | Doolittle |
|--|--|-------------|--|-------------|
| Experience | 41 years | 30 years | 17 years | 55 years |
| Minimum Call-out Charge | 4.0 hrs. | None Stated | None Stated | None Stated |
| Backhoe | \$60.73 hr. (Base Rate) \$69.35 hr. (+15%) | \$55.00 hr. | \$77.00 hr. (Base Rate) \$80.85 hr. (+5%) | None Stated |
| Pick-up Truck | \$21.78 hr. (Base Rate) \$25.05 hr. (+15%) | \$40.00 hr. | \$25.72 hr. (Base Rate) \$27.01 hr. (+5%) | \$50.00 hr. |
| Pick-up 1 ton gang Truck | \$27.33 hr. (Base Rate) \$31.43 hr. (+15%) | \$75.00 hr. | \$25.72 hr. (Base Rate) \$27.01 hr. (+15%) | \$80.00 hr. |
| Pick-up 1 ton gang Truck (Fully Equip) | None Stated | None Stated | None Stated | \$175.00 |

Per the majority of the Board, the early release of Board packets on Tuesday, May 12, 2015, rates may change as bidders have till 4:30 pm, Thursday, May 14, 2015 to submit revised rates.

Emergency Response & Water Pipeline Repair Overview of Contractor, Terms, and Related Equipment Rental - HOURLY RATES

| Category | Merlin | TE Roberts | Borden | Doolittle |
|-------------------------|---|------------------------|--------------------------------------|------------------|
| Labor | | | | |
| DIR Group 2 | \$48.88 per hr. | \$70.50 per hr. | \$85.63 per hr. | \$115.00 per hr. |
| | \$73.91 per hr. (12% + 35%) | | \$89.91 per hr. (2% + 3%) | |
| Revised Rates | | \$68.75 per hr. | | |
| Foreman/Operator | | | | |
| DIR Group 4 | \$67.07 per hr. | \$99.00 per hr. | \$115.00 per hr. | \$130.00 per hr. |
| | \$101.41.01 per hr. (12% + 35%) | | \$120.75 per hr. (2% + 3%) | |
| Revised Rates | | \$96.75 per hr. | | |
| Pipe Layer | | | | |
| DIR - Group 4 | \$51.53 per hr. | \$74.00 per hr. | \$90.27 per hr. | None |
| | \$77.91 per hr. (12% + 35%) | | \$94.78 per hr. (2% + 3%) | |
| Revised Rates | | \$72.25 per hr. | | |
| Welder | | | | |
| DIR - Group 5 | None | \$75.00 per hr. | None | None |
| Revised Rates | | \$72.75 per hr. | | |

Merlin Mark-up

Equipment Mark-up – 15%

Labor Surcharge (Straight Time) – 12%

Labor Mark-up – 35%

Borden Mark-up

General Liability Insurance Mark-up – 2%

Performance Bond Mark-up – 3%

Per the majority of the Board, the early release of Board packets on Tuesday, May 12, 2015, rates may change as bidders have till 4:30 pm, Thursday, May 14, 2015 to submit revised rates.