



# MARINA COAST WATER DISTRICT

11 RESERVATION ROAD, MARINA, CA 93933-2099

Home Page: [www.mcwd.org](http://www.mcwd.org)

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## DIRECTORS

THOMAS P. MOORE  
*President*

JAN SHRINER  
*Vice President*

HERBERT CORTEZ  
PETER LE  
MATT ZEFFERMAN

## Agenda

### Adjourned Regular Board Meeting, Board of Directors Marina Coast Water District

and

### Regular Board Meeting, Board of Directors Marina Coast Water District Groundwater Sustainability Agency

Monday, December 7, 2020, 6:30 p.m. PST

Due to Governor Newsom's Executive Order N-29-20 and recommendations on protocols to contain the spread of COVID-19, staff and Board members will be attending the December 7, 2020 meeting remotely from various locations and the meeting will be held via Zoom conference. There will be NO physical location of the meeting. The public is strongly encouraged to use the Zoom app for best reception.

There may be limited opportunity to provide verbal comments during the meeting. Persons who are participating via telephone will need to press \*9 to be acknowledged for comments. Members of the public participating by Zoom will be placed on mute during the proceedings and will be acknowledged only when public comment is allowed, after requesting and receiving recognition from the Board President. Public comment can also be submitted in writing to Paula Riso at [priso@mcwd.org](mailto:priso@mcwd.org) by 9:00 am on Monday, December 7, 2020; such comments will be distributed to the MCWD Board before the meeting.

This meeting may be accessed remotely using the following Zoom link:

<https://us02web.zoom.us/j/87443876269?pwd=aINsbkh4YmQzckt0Y2ZXMkhCbVlsQT09>

Passcode: 423730

To participate via phone, please call: 1-669-900-9128; Meeting ID: 874 4387 6269 Passcode: 423730

***Our Mission:*** We provide our customers with high quality water, wastewater collection and conservation services at a reasonable cost, through planning, management and the development of water resources in an environmentally sensitive manner.

#### 1. Call to Order

#### 2. Roll Call

**3. Public Comment on Closed Session Items** *Anyone wishing to address the Board on matters appearing on Closed Session may do so at this time. Please limit your comment to four minutes. The public may comment on any other items listed on the agenda at the time they are considered by the Board.*

This agenda is subject to revision and may be amended prior to the scheduled meeting. Pursuant to Government Code section 54954.2(a)(1), the agenda for each meeting of the Board shall be posted at the District offices at 11 Reservation Road and 2840 4<sup>th</sup> Avenue, Marina. The agenda shall also be posted at the following locations but those locations are not official agenda posting locations for purposes of section 54954.2(a)(1): City of Marina Council Chambers. A complete Board packet containing all enclosures and staff materials will be available for public review on the District website, Wednesday, December 2, 2020. Information about items on this agenda or persons requesting disability related modifications and/or accommodations should contact the Board Clerk 48 hours prior to the meeting at: 831-883-5910.

#### **4. Closed Session**

- A. Pursuant to Government Code 54957  
Public Employee Employment  
Title: General Manager

#### **7:00 p.m. Reconvene Open Session**

**5. Reportable Actions Taken During Closed Session** *The Board will announce any reportable action taken during closed session and the vote or abstention on that action of every director present, and may take additional action in open session as appropriate. Any closed session items not completed may be continued to after the end of all open session items.*

#### **6. Pledge of Allegiance**

**7. Oral Communications** *Anyone wishing to address the Board on matters not appearing on the Agenda may do so at this time. Please limit your comment to four minutes. The public may comment on any other items listed on the agenda at the time they are considered by the Board.*

**8. Action Items** *The Board will review and discuss agenda items and take action or direct staff to return to the Board for action at a following meeting. The public may address the Board on these items as each item is reviewed by the Board. Please limit your comment to four minutes.*

- A. Consider Appointing an Interim General Manager

- B. Consider Adoption of Resolution No. 2020-66 to Approve a Professional Services Agreement to Conduct an Executive Recruitment and Placement for the Position of General Manager

**9. Director's Comments** *Director reports on meetings with other agencies, organizations and individuals on behalf of the District and on official District matters.*

**10. Adjournment** *Set or Announce Next Meeting(s), date(s), time(s), and location(s):*

*Regular Meeting: Monday, December 14, 2020, 6:30 p.m.*

Marina Coast Water District  
Agenda Transmittal

Agenda Item: 8-A

Meeting Date: December 7, 2020

Prepared By: Keith Van Der Maaten

Approved By: Keith Van Der Maaten

Agenda Title: Consider Appointing an Interim General Manager

Staff Recommendation: Staff recommends that the Board appoint an interim General Manager and authorize the General Manger to complete the necessary documentation.

Background: *Strategic Plan, Strategic Element 5.0 – Our objective is to recruit and maintain a highly qualified, diverse and inspired workforce that delivers the essential services of our mission statement to the public while providing outstanding customer service.*

On October 27, 2020, the General Manager turned in his resignation and his last day with the District will be December 18, 2020. At a special meeting on November 4, 2020, the Board authorized staff to distribute Request for Proposals to hire an executive recruiting firm to help select a new General Manager. It is expected the process to hire a permanent General Manager could take up to six months; therefore, it would be beneficial to designate an interim General Manager until a permanent General Manager is brought on-board. At the November 16, 2020, Board Meeting, the Board referred the matter of hiring an interim General Manager to an Ad Hoc Committee.

Discussion/Analysis: The Ad Hoc Committee received resume's and letters of interests for the interim General Manager position, met and discussed the potential candidates on November 24, and are prepared to make a recommendation to the Board for consideration.

Environmental Review Compliance: None required.

Other Considerations: None.

Material Included for Information/Consideration: None.

Action Required: \_\_\_\_\_Resolution      X   Motion    \_\_\_\_\_Review  
(Roll call vote is required.)

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Board Action

Motion By \_\_\_\_\_ Seconded By \_\_\_\_\_ No Action Taken \_\_\_\_\_

Ayes \_\_\_\_\_ Abstained \_\_\_\_\_

Noes \_\_\_\_\_ Absent \_\_\_\_\_

Marina Coast Water District  
Agenda Transmittal

Agenda Item: 8-B

Meeting Date: December 7, 2020

Prepared By: Rose Gill

Approved By: Keith Van Der Maaten

Agenda Title: Consider Adoption of Resolution No. 2020-66 to Approve a Professional Services Agreement to Conduct an Executive Recruitment and Placement for the Position of General Manager

Staff Recommendation: The Board of Directors adopt Resolution No. 2020-66 approving a professional services agreement to conduct an executive search and placement for the position of General Manager.

Background: *Strategic Plan, Strategic Element 5.0 – Our objective is to recruit and maintain a highly qualified, diverse and inspired workforce that delivers the essential services of our mission statement to the public while providing outstanding customer service.*

Discussion/Analysis: The Board approved a draft RFP at the November 4, 2020 special meeting and on November 5, 2020, staff mailed copies to eleven firms who specialize in public sector recruiting. The deadline for submission was November 23, 2020. At a regular meeting on November 16, 2020, the Board appointed an Ad Hoc Committee to meet and review the proposals and make a recommendation to the Board.

Staff received six valid responses by the deadline. On November 24, 2014, the Board's Ad hoc committee chose Alliance Resource Consulting LLC to conduct the recruitment and placement of a General Manager. Of the six RFP's, Alliance had the most thorough RFP, with an efficient timeline of eleven weeks, excellent experience in the water sector, and the District has worked with the Alliance project team in the past with good success. The fiscal impact is \$30,000, with \$2000 for additional meetings, plus candidate travel reimbursement.

Environmental Review Compliance: None required.

Financial Impact:   X   Yes        No      Funding Source/Recap: All four cost centers.

Material Included for Information/Consideration: Resolution No. 2020-66; and, Matrix of Proposals.

Action Required:   X   Resolution        Motion        Review  
(Roll call vote is required.)

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Board Action

Motion By \_\_\_\_\_ Seconded By \_\_\_\_\_ No Action Taken \_\_\_\_\_

Ayes \_\_\_\_\_ Abstained \_\_\_\_\_

Noes \_\_\_\_\_ Absent \_\_\_\_\_

December 7, 2020

Resolution No. 2020-66  
Resolution of the Board of Directors  
Marina Coast Water District

Approving a Professional Services Agreement with Alliance Resource Consulting LLC to  
Conduct an Executive Search and Placement for the Position of General Manager

RESOLVED by the Board of Directors ("Board") of the Marina Coast Water District ("District"), at a special meeting duly called and held on December 7, 2020, via a video conference pursuant to Governor Newsom's Executive Order N-29-20, as follows:

WHEREAS, in November 04, 2020 the Board approved staff to draft a Request for Proposals (RFP's) to conduct an executive search and placement for the position of General Manager; and,

WHEREAS, staff mailed copies to eleven firms whose specialty is public sector recruiting. Six valid responses were received prior to the deadline of November 23, 2020. The proposals range in cost from \$13,000 to \$30,000; and,

WHEREAS, on November 24, 2020 the Board Ad Hoc Committee recommended approval of the RFP to Alliance Resource Consulting LLC.

WHEREAS, the attached matrix analysis provides a breakdown of the proposals.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Marina Coast Water District does hereby adopt Resolution No. 2020-66 to approve a Professional Services Agreement with Alliance Resource Consulting LLC. for a cost not-to-exceed \$30,000, plus \$2000 for additional meetings, and reimbursement cost to candidate for traveling to conduct an executive search and placement for the position of General Manager.

PASSED AND ADOPTED on December 7, 2020, by the Board of Directors of the Marina Coast Water District by the following roll call vote:

Ayes: Directors \_\_\_\_\_

Noes: Directors \_\_\_\_\_

Absent: Directors \_\_\_\_\_

Abstained: Directors \_\_\_\_\_

\_\_\_\_\_  
Thomas P. Moore, President

ATTEST:

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Keith Van Der Maaten, Secretary

CERTIFICATE OF SECRETARY

The undersigned Secretary of the Board of the Marina Coast Water District hereby certifies that the foregoing is a full, true and correct copy of Resolution No. 2020-66 adopted December 7, 2020.

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Keith Van Der Maaten, Secretary

## Executive Search Firm RFP Matrix

Name of Firm	Public Sector Experience/Qualifications/	Scope of Work and Methodologies	Economics and Value	Timeline
Alliance Resource Consulting	16 years La Palma, CA	Meet w/Board develop strategy, computer-based mgmt. system. Guarantee 1 year.	\$30,000 (\$2000 per meeting, plus cost of candidate interviewing fees)	11 weeks
Bob Murray & Associates	25+ years Roseville	Meet w/Board, establish candidate profile, assist w/negotiations, 1-yr guarantee with no additional fee only direct costs.	\$17,500 fee \$6,900 direct costs Total = \$24,400	16 weeks
CPS HR Consulting Public Sector Firm	35 years Sacramento	Meet w/Board and develop profile and strategy, advertise on their website and in print, uses 3 phase approach. 1-yr guarantee.	\$18,000 fee \$7,000 direct costs Total: \$25,000	12 to 14 weeks
Peckham & McKenney	16 years Colorado	Meet w/Board, establish candidate profile, assist w/negotiations, 1-yr guarantee replacement.	\$22,500 fee Plus Travel, background check.	14 weeks
Neher & Associates LLC	13 years Sacramento	Custom recruitment strategy, meet with Board, assist with negotiations , 1-yr guarantee replacement.	\$13,000 fee Plus direct expenses	60 to 75 days
Avery Associates	38 years Los Gatos	Position Profile and Org Assessment, Search strategy, Candidate Assessment, Selection Process. 1-yr guarantee replacement.	\$18,400 fee Plus Travel, background check.	18 weeks

Executive Recruitment Search

# GENERAL MANAGER

Marina Coast Water District







# GENERAL MANAGER

Marina Coast Water District

November 12, 2020

VIA EMAIL

Request for Proposal: General Manager Recruitment

Rose Hill  
HR/Risk Administrator  
Marina Coast Water District  
11 Reservation Road  
Marina, CA 93933

Dear Ms. Hill:

Alliance Resource Consulting is pleased to submit this proposal to assist the Marina Coast Water District in its efforts to recruit and screen candidates for the General Manager position. Enclosed is our proposal which outlines how we would partner with your organization to recruit the best individuals. It describes the steps we will take to accomplish the recruitment within your desired timeframe.

Alliance Resource Consulting's corporate motto is "The Power of Partnership." We take this seriously and have built our reputation on providing services of the highest quality. Alliance Resource Consulting was formed in 2004 and has a proven track record of success with more than 550 placements to our credit.

We do not have any potential conflicts of interest from past recruitments or relationships. We will be happy to answer any additional questions you may have. We look forward with great interest to working with you on this very important assignment.

Sincerely,

A handwritten signature in black ink that reads "Cindy Krebs".

Cindy Krebs  
National Director

Email: [ckrebs@alliancerc.com](mailto:ckrebs@alliancerc.com)  
Telephone: (562) 901-0769 x 336

1 Centerpointe Drive, Suite 440  
La Palma, California 90623  
Tel: (562) 901-0769  
Fax: (562) 901-3082

Website: [www.allianceRC.com](http://www.allianceRC.com)  
E-mail: [info@allianceRC.com](mailto:info@allianceRC.com)  
<http://twitter.com/GoAllianceRC>  
Facebook: Alliance Resource Consulting LLC

# GENERAL MANAGER

Marina Coast Water District



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# GENERAL MANAGER

## Marina Coast Water District

## 1 – OUR UNDERSTANDING

It is our understanding that the Marina Coast Water District wishes to engage an executive search firm to assist in its General Manager recruitment.

The Board of Directors appoints the General Manager who is responsible for the administration of the District. The General Manager organizes and directs the District's activities in accordance with the Board's policies.

Alliance Resource Consulting prides itself on its commitment to customer service to both the client and the candidates.

## 2 – FIRM QUALIFICATIONS

### 2.1 Project Team

In 2004, Alliance Resource Consulting acquired the national executive recruiting practice of MAXIMUS. We are committed to providing our clients with the highest caliber of service in the industry. Our team of dedicated professionals utilizes custom-built state-of-the-art technology in conducting a search.

We are based out of La Palma, California. We also have consultants based in Palo Alto, California; Tallahassee, Florida and Seattle, Washington.

Our current staffing is:

**Sherrill Uyeda** – Founding Partner  
**Cindy Krebs** - National Director  
**David McDonald** – Regional Director, East Coast  
**Sean Joyce** – Regional Director, West Coast  
**Syldy Tom** – Manager  
**Richard Kaplan** – Research Consultant  
**Sheryl Stewart** – Research Consultant  
**Linda Kann** – Special Projects and Graphics Manager

Cindy Krebs and Sherrill Uyeda will work on this recruitment. Biographies can be found in Appendix A and references can be found in Appendix B.

### 2.2 Our Experience

We believe we are exceptionally well qualified to assist you. We have extensive nationwide experience recruiting executives for government agencies and special districts and have helped to place excellent people with diverse backgrounds and experiences in organizations large and small.

We are currently conducting the following utility agency recruitments:

- General Manager - Eastern Municipal Water District (CA)
- General Manager - Rancho California Water District (CA)
- Utility Rates Manager - Burbank Water and Power (CA)
- Water Utility Manager - City of Ventura, CA

**GENERAL MANAGER**

## Marina Coast Water District



ALLIANCE  
RESOURCE CONSULTING LLC

Over the past few years we have completed the following recruitments for utility agencies:

- General Manager - City of Ventura Water, CA (2019)
- General Manager - Coachella Valley Water District, CA (2013)
- General Manager - Long Beach Water Department, CA (2015)
- General Manager - Marin Municipal Water District, CA (2015)
- General Manager - Marina Coast Water District, CA (2015)
- General Manager - Medford Water Commission, OR (2017)
- General Manager - Municipal Water District of Orange County, CA (2013)
- General Manager - Rincon del Diablo Municipal Water District, CA (2013)
- General Manager - Sonoma County Water Agency, CA (2017)
- General Manager, Water - City of Ventura, CA (2017, 2019)
- Deputy General Manager, Administration - Eastern Municipal Water District, CA (2018)
- Deputy General Manager, Engineering - Long Beach Water Department, CA (2018)
- Assistant General Manager - Coachella Valley Water District, CA (2013, 2018)
- Assistant General Manager, Wastewater - SF Public Utilities Commission, CA (2018)
- Assistant General Manager, Water - City of Burbank, CA (2018)
- Assistant General Manager, Water - City of Ventura, CA (2019)
- Asset Management Program Coordinator - Coachella Valley Water District, CA (2018)
- Associate Civil Engineer, Sanitation - Coachella Valley Water District, CA (2014)
- Associate Electrical Engineer - Coachella Valley Water District, CA (2016)
- Chief Financial Officer - El Toro Water District, CA (2020)
- Chief Financial Officer - Mesa Water District, CA (2017)
- Chief Financial Officer - Santa Margarita Water District, CA (2013)
- Chief Financial Officer, Water and Wastewater - Broward County, FL (2015)
- Communications Director - San Francisco Public Utilities Commission (2018)
- Customer Service Manager - Irvine Ranch Water District, CA (2016)
- Customer Service Supervisor - Burbank Water and Power, CA (2020)
- Deputy Assistant General Manager - San Francisco Public Utilities Commission (2017)
- Deputy Director Climate Smart - City of San José, CA (2018)
- Deputy Director of Power Resources - City of San José, CA (2018)
- Deputy Manager, Power - San Francisco Public Utilities Commission (2018)
- Director of Community Energy - City of San José, CA (2017)
- Director of Conservation - Coachella Valley Water District, CA (2018)
- Director of Development Services - Eastern Municipal Water District, CA (2019)
- Director of Engineering - Coachella Valley Water District, CA (2016)
- Director of Engineering - Eastern Municipal Water District, CA (2017)
- Director of Environmental & Regulatory Compliance - Eastern Municipal Water District, CA (2018)
- Director of Facilities and Maintenance - Coachella Valley Water District, CA (2016)
- Director of Finance - Coachella Valley Water District, CA (2018)
- Director of Human Resources - Easter Municipal Water District, CA (2016)
- Director of Operations - Irvine Ranch Water District, CA (2018)
- Director of Operations and Maintenance - Rancho California Water District, CA (2014)
- Director of Maintenance - Eastern Municipal Water District, CA (2017)



# GENERAL MANAGER

Marina Coast Water District

- Director of Maintenance - Irvine Ranch Water District, CA (2019)
- Director of Service - Coachella Valley Water District, CA (2019)
- Director of Water Quality & Regulatory Compliance - Irvine Ranch Water District (2018)
- Director of Water Reclamation - Eastern Municipal Water District, CA (2016, 2018)
- Division Manager Power Resources - City of San José, CA (2018)
- Engineer, Antelope Valley Watermaster, CA (2017)
- Executive Director - Cachuma Conservation Release Board, CA (2018)
- Executive Director of Operations - Irvine Ranch Water District, CA (2018)
- Executive Director of Water Policy - Irvine Ranch Water District, CA (2014)
- Field Operations Manager - Mission Springs Water District, CA (2018)
- General Counsel - Marina Coast Water District, CA (2020)
- Human Resources Director - Coachella Valley Water District, CA (2019)
- Human Resources/Risk Manager - Contra Costa Water District, CA (2012)
- Human Resources Director - San Francisco Public Utilities Commission, CA (2019)
- Information Services Director - Irvine Ranch Water District, CA (2020)
- IT Manager - Santa Margarita Water District, CA (2014)
- Manager of Risk and Contracts Administration - Irvine Ranch Water District, CA (2016)
- Operations Superintendent - El Toro Water District, CA (2015)
- Origination and Power Supply Manager - San Francisco Public Utilities Commission, CA (2019)
- Principal Power Resources Specialist - City of San José, CA (2019)
- Senior Director, Water Resources Planning - Eastern Municipal Water District (2019)
- Senior Power Resources Specialist - City of San José, CA (2019)
- Senior Water Consultant - HF&H Consultants, CA (2017)
- Senior Engineer - South Orange County Wastewater Authority, CA (2016, 2019)
- Superintendent of Operations - El Toro Water District, CA (2020)
- Utilities Manager - City of San Clemente, CA (2015)
- Water Purification Plant Superintendent - Kern County Water Agency, CA (2019)
- Water Superintendent - Tacoma Public Utilities, WA (2017)
- Water Utility Manager - City of Ventura, CA (2016)
- Watermaster - Santa Margarita River Watershed, CA (2016)
- Watermaster Engineer - Antelope Valley Groundwater Basin, CA (2016)

Our ability to carry out the work required by your agency is enhanced by our past experience in providing similar services to others, and we expect to continue such work in the future. It should be noted that all of the recruitments listed above were completed on time and within budget.

We will preserve the confidential nature of any information received from you or developed during our work on this recruitment in accordance with our established professional standards.

We assure you that we will devote our best efforts to carrying out the work required. The results obtained, our recommendations and any written material we provide will be our best judgment based on the information available to us.



## 2.3 Advantages of Our Firm

Relative to your present search requirements, we believe the principal advantages in using Alliance Resource Consulting which differentiate us from other firms are:

- Our track record of success in placing superior senior level executives in particularly sensitive and highly responsible/accountable positions.
- Our specialization in public sector executive search on a nationwide basis.
- Our extensive experience recruiting executives for government agencies and special districts.
- Our PROACTIVE recruitment of candidates who may not be seeking new employment and would not normally respond to routine advertising and highly qualified candidates who might be overlooked by traditional recruiting approaches.
- Our ability to develop and meet a recruitment timeline to fit your needs.
- The fact that we assign two professionals to each recruitment to ensure we are always available to quickly respond to your most pressing requirements.
- The quality of our work and the fact that most of our clients have retained our services on more than one engagement.
- Our proven ability to identify and recommend qualified female and minority candidates.
- The transparency of our recruitment process. We will prepare weekly updates for you throughout the peak of the recruiting process.
- Our reputation among clients and candidates for timely communication and documentation (e.g., acknowledgement of receipt of candidate application, client status reports, candidate interviews, client meetings and candidate feedback).
- The thoroughness of our documented reference, internet and background checks. We request very specific references from candidates and supplement our reports with information gathered from available information sources such as LexisNexis and public records. Our ability to enhance the recruitment process through stakeholder outreach, the use of online surveys, and targeted research.
- The fact that all of our graphics work is done in-house, saving our clients time and money.
- Our promise to conduct the recruitment at the cost proposed. We have never charged a client more than our proposed amount.

## 3 – RECRUITMENT METHODOLOGY & APPROACH

Alliance Resource Consulting believes that we are an extension of your organization. As such, we work within your expectations and guidelines. Our objective is to find the best qualified candidates. While notices in professional journals may be helpful, many of the best candidates must be sought out and their interest encouraged. Our general familiarity with the organization, knowledge of the field and our relationships with professional organizations make us well qualified to assist you.

Our clients have found that we are able to:

- Develop the appropriate specifications for a position.
- Encourage the interest of top-level people who would be reluctant to respond to advertisements.
- Preserve the confidentiality of inquiries, consistent with State public disclosure and open meeting laws.
- Save a considerable amount of time for client staff in developing and responding to candidates.
- Protect the confidentiality of the information discussed with or received from the client.

- Build consensus among those involved in the hiring process.
- Independently and objectively assess the qualifications and suitability of candidates for the particular position for which we are recruiting.
- Adhere to client's budget and schedule expectations.

If you desire to retain us for a full and thorough recruitment process, we will do the following for your recruitment:

### 3.1 Strategy Development

We will interview members of the Search Committee and other client contacts to obtain a detailed understanding of the position, key goals and challenges, and organizational culture. We will also discuss expectations regarding desirable training, experience and personal characteristics of candidates. In addition, should you request it, we will conduct/facilitate community outreach meetings and focus group discussions.

We also have experience creating and managing community surveys, should the organization want input from its constituents. We will also gather/review relevant information about the organization, such as budgets, organization and/or department goals, organization charts, etc.

Once our findings have been summarized, we will submit a Recruitment Profile with the desired qualifications and characteristics to you for approval. The Recruitment Profile that will be sent to potential candidates will include information about the organization, the job and the criteria established by you.

### 3.2 Active Recruitment

Once you have approved the Recruitment Profile, we will actively seek out individuals who meet your expectations. To achieve the best response, we will take a two-prong approach to attracting candidates:

1. **Direct Contact** – We will mail invitations and recruitment profiles to targeted individuals in comparable organizations at the appropriate level. These invitations will be followed up with direct phone calls to potential candidates to gauge interest.
2. **Advertisements** – We will place job advertisements in the appropriate professional journals and on-line sites.

As a matter of corporate policy, we do not discriminate against any applicant for employment on the basis of race, religion, creed, age, color, marital status, sex, sexual preference, disabilities, medical condition, veteran status or national origin. A substantial percentage of the placements made by our firm have been minority or female candidates.

Frequent communication with our clients is a hallmark of our firm. While consultants will provide regular updates on the progress of your search, you will also be able to access up-to-date 'real time' information regarding your search from our secure website.

### 3.3 Candidate Evaluation

We will review, acknowledge and evaluate all resumes received. Candidate evaluation will begin with an analysis based upon criteria contained in the Recruitment Profile, information contained in the resumes submitted to us, and our knowledge of the people and organizations for which they work.

The next phase in candidate evaluation will focus on gaining additional information from the qualified group of candidates through written supplemental information questionnaires and other resources. Telephone interviews will be conducted with the most promising candidates to gain a better understanding of their backgrounds, qualifications and interest in the position.

### **3.4 Progress Report Meeting**

After the resume deadline, we will submit to you a progress report of the leading candidates. This report will include summary resumes, supplemental information, and the original resumes of those candidates we believe to be best qualified for the position. Supplemental information on a candidate typically includes: the size of the organization for which the person works, reporting relationships, budget responsibility, the number of people supervised, related experience and reasons for interest in the position. Any other specific information will be dictated by the criteria set forth in the Recruitment Profile.

The purpose of our progress report is two-fold. It allows you an opportunity to review the candidates and choose those who you would like to invite to be interviewed for the position. It also allows us to receive feedback on the caliber of the candidates recruited. In addition, at this point we will have conducted preliminary background checks on each of the presented candidates. Of course, we are flexible and may consider other individuals as final candidates who are subsequently identified and were not included in the progress report.

### **3.5 Preliminary Interviews**

We will interview (either in person or via video-conference) those candidates identified by you to be the leading candidates. We will conduct a preliminary interview with questions that focus on the selection criteria. Additionally, we will verify degrees and certifications and continue to gather information about the candidate's professional backgrounds.

### **3.6 Client Interviews & Interview Books**

We will assist you in scheduling final candidates for interview with your organization, and will send the candidates packets of information which we obtain from you should you request it (e.g., information about the organization and the geographic area, budgets, etc.).

We will prepare final interview books for the selection panel. These books will include interviewing/selection tips, suggested interview questions, and rating forms for your use. Candidates will not be ranked, for we believe it will then be a matter of chemistry between you and the candidates.

We will also be on-site for the interview day(s). We will brief the interview panel at the start of the interviews and will facilitate the process throughout the day. After the last candidate interview, we will assist you in "debriefing" the interview panel members.

As part of our process in evaluating candidates, we make telephone reference checks. In conducting these references, it is our practice to speak directly with individuals who are, or have been, in a position to evaluate the candidate's performance on the job. To gain a well-rounded impression of the candidates, we speak with current and prior supervisors, peers and subordinates. These references and our evaluations provide you with a frank, objective appraisal of the candidates. Once we finalize references on the top one or two candidates and conduct credit/criminal/civil litigation/motor vehicle record checks through an outside service, we will provide you with a detailed candidate evaluation report.



### 3.7 Special Assistance

Our efforts do not conclude with presentation of the final report. We are committed to you until a successful placement is made. Services that are routinely provided include:

- Arranging the schedule of interviews and the associated logistics for final candidates.
- Advising on starting salary, fringe benefits, relocation trends and employment packages.
- Acting as a liaison between client and candidate in discussing offers and counter offers.
- Conducting a final round of reference checking with current employers (if not previously done for reasons of confidentiality).
- Notifying those candidates who were not recommended for interview of the decision. Following up with the client and the selected candidate once he/she has joined the organization to ensure a smooth transition.

## 4 – OUR CLIENT’S ROLE

The client has a very important role in the recruitment process. While we may identify and recommend qualified candidates, it is the client who must make the decision about which candidate to hire.

In order to insure that the best candidates are available from which to choose, our clients should be willing to do the following:

- Clearly inform us about matters relevant to the search that you wish to keep confidential (e.g., salary, personnel issues, and other privileged information).
- Supply us with the names of people you have previously interviewed/ considered for this position.
- Forward us copies of the resumes you receive, to avoid duplication of effort.
- Provide feedback to Alliance Resource Consulting regarding the information and recommendations provided by us.
- Promptly decide upon and follow up in scheduling interviews with the most promising candidates.
- Assist in providing information to candidates that will enable them to make their career decisions.
- Uphold confidentiality (while respecting relevant state laws about open disclosure) to protect the integrity of the recruitment process, as well as the candidate’s involvement.

By doing the above, we will maximize the likelihood of mutual success.

Finally, please be reminded that the United States Immigration Reform and Control Act of 1986 requires that all employers verify an employee’s eligibility to work in the United States. Since Alliance Resource Consulting cannot serve as your agent in this matter, your hiring process should include this verification procedure.

# GENERAL MANAGER

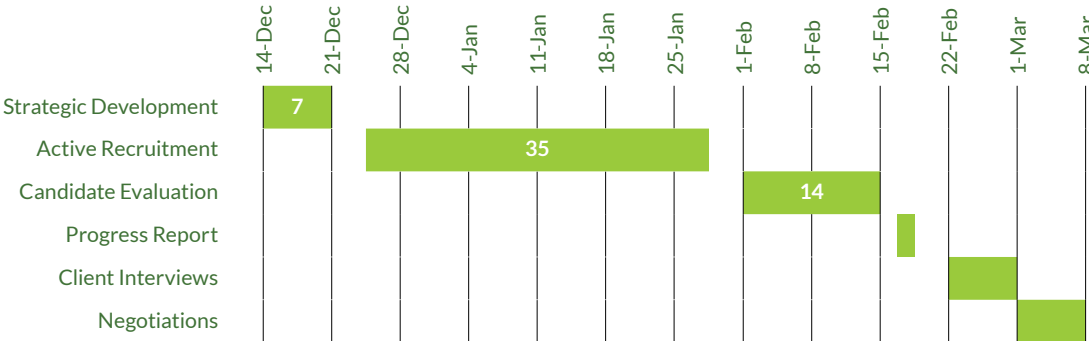
Marina Coast Water District



## 5 – PROJECTED TIMELINE

The following is a typical schedule to conduct a thorough recruitment. However, we would be pleased to modify this to meet your needs:

<b>1st Week</b>	Meet with the appropriate individuals to gather background information.
	Develop and obtain approval for the Recruitment Profile.
<b>2nd - 3rd Week</b>	Develop a list of potential candidates to target.
	Prepare and place advertisements, if desired.
<b>4th - 7th Week</b>	Active recruitment--solicit, receive and acknowledge resumes.
<b>8th - 9th Week</b>	Evaluate resumes and gather supplemental information. Submit progress report and meet with you to review leading candidates.
<b>10th Week</b>	Verify degrees and certifications and interview the best qualified candidates.
<b>11th Week</b>	Submit final report and initiate the interview process with you.
<b>Following Interviews</b>	Conduct references, credit/criminal/civil litigation/motor vehicle record checks, and assist with negotiations.



## 6 – ALLIANCE ADVANTAGES

### 6.1 Technology

Alliance Resource Consulting is proud to announce the launch of our new client/candidate management system. This cutting edge system allows candidates to upload their resumes and cover letters on our website with one quick click. (For candidates who wish to email or mail us a hard copy of their resume, we will upload the information for them.) One of the benefits of our system is that it enables our consultants to contact the applicants and clients quickly with accurate and timely information.

In addition, we utilize social media to best market the recruitment. We have active accounts on LinkedIn, Twitter and Facebook. The use of social media allows us to contact our network and “followers” to alert them to our recruitment announcements, informational updates and reminders. It allows us to stay one step ahead of our competitors.

Alliance Resource Consulting is always searching for new ways technology can help us save our client's money. One way we do this is by using Skype or Facetime to interview out of area candidates. Our innovative ways have set us apart from our more traditional competitors. We are able to interact with our candidates swiftly and effectively.

## **6.2 Stakeholder Outreach**

Our firm has used several methods, including stakeholder meetings, community forums and surveys, for stakeholder outreach in a number of previous recruitments. For example, for the previous City of San José City Manager recruitment, our consultants facilitated 13 community outreach meetings where citizens were invited to attend and express their opinions about what they were looking for in city manager candidates. For the City of Alexandria's City Manager recruitment, we also met with special interest groups such as business leaders, Chamber of Commerce members and historic preservation groups.

During the recruitment of the City Administrator for the City of Huntington Beach (CA), the consultants met with each councilperson, each department head, conducted an open citizen forum and a forum for a group of stakeholders comprised of two citizens recommended by each councilperson. For the City Manager recruitment conducted for the City of Moreno Valley (CA), the consultants conducted a community panel as well. Our previous experience in stakeholder outreach makes our firm very qualified to conduct the meetings with the Mayor's Office and City Council Members as well as facilitate multiple stakeholder outreach forums throughout the City that your request for proposal outlined.

Lastly, our firm has significant experience in creating community surveys should you wish to provide this option to your community. We have utilized surveys for many of our recruitments and can prepared them in different languages, if required. The surveys can be accessed on-line, or at our office and our client's office.

## **6.3 Diversity Outreach**

Striving for diversity in our recruitments is a hallmark of our firm. We use a variety of sources for outreach to various minority communities to ensure the desired diversity of our candidate pool. In addition to our personal contacts in various minority communities, we advertise our positions in publications that target minorities in government and further publicize the position through minority organizations such as Blacks in Government and the International Hispanic Network. To ensure a diverse pool, we also create a recruiting list of qualified candidates from communities that have a comparable level of diversity as our client's community.

We have created lists for comparable diversity during recruitments for the City Manager for the City of Compton (CA), the City of Tigard (OR), the Assistant City Manager/Chief Operating Officer for the City of Ventura (CA), and the Assistant City Manager for the City of Irvine, CA. The final pool for the City of Irvine included three women among the six finalists. We also collect Equal Employment Opportunity (EEO) information on our candidate pool. This information is accessible to our clients in real time on our company website.

## **6.4 Weekly Client Updates**

Our consultants provide our client contacts written recruitment updates on a weekly basis. These updates include work done that was completed during the week and what we expect to work on the following week.

**GENERAL MANAGER**

Marina Coast Water District


 ALLIANCE  
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## 7 – RECRUITMENT COSTS

We propose a fixed fee of \$30,000 for the work outlined above, which includes up to three main meetings: one meeting to develop the Recruitment Profile, one to present our Progress Report, and one to attend the first round of candidate interviews. If additional on-site meetings, community meetings, or stakeholder outreach forums are required, an additional fee of \$2,000 per meeting will be added. Please note that this amount does not include reimbursement of candidates who travel to be interviewed by you. Unless you notify us to the contrary, we will assume that you will handle these reimbursements directly.

Our fee will be split among four equal invoices. All invoices are due and payable upon receipt. We do NOT base our fees on a percentage of the position's salary.

Our billing schedule on a retained fee (and based not on an hourly rate) is as follows:

1st Billing	Due after Start Meeting	First Phase	\$7,500
2nd Billing	Due upon our submittal of a draft recruitment profile	Second Phase	\$7,500
3rd Billing	Due after we meet and submit our Progress Report to you	Third Phase	\$7,500
4th Billing	Due after the client conducts interviews with finalists	Fourth Phase	\$7,500

*Please note that this is a standard billing schedule and can be modified as requested.*

You may discontinue this assignment at any time by written notification. In the unlikely event that this occurs, you will be billed for all expenses incurred to the date of the cancellation, and for professional fees based upon the time elapsed from the commencement of the assignment to the date of cancellation. If a cancellation occurs within the first 30 days of the assignment, following either verbal or written authorization to proceed, one-third of the professional fee will be due. If a cancellation occurs thereafter, the fee beyond the first one-third will be prorated based upon the number of calendar days which have elapsed. If a cancellation occurs after 90 days, all professional fees will be due in full.

In the event that the Client hires, within one year of completion of this recruitment project, any candidates identified during the Progress Report as a result of Consultant's recruitment project for any position other than the General Manager, the Client agrees to pay Consultant a fee of \$10,000 for each additional candidate hired.

### Guarantee

If the selected candidate (recommended by us for hire, and excluding internal candidates) should be terminated within one year from the date of hire, we will conduct a new search at a 25-50% discount from the original fee, in addition to reimbursement for direct expenses related to the new search.





## APPENDIX-A BIOGRAPHIES

### Cindy Krebs – National Director

Cindy Krebs joined Alliance Resource Consulting in 2012 after serving more than 25 years as a high level manager and principal consultant for local governments, regional agencies and special districts. The experience she gained while working in the public sector gives Ms. Krebs a unique understanding of the complexities associated with public service careers as well as a strong appreciation for people who choose to dedicate themselves to improving the communities they serve. Ms. Krebs is highly adept at working with executive management teams, Board members, and community/special interest groups.

In the eight years since joining Alliance, Ms. Krebs has directed several high profile recruitments, placing 20 retirement agency executives, 46 water agency leaders, and more than 75 city/county employees spanning virtually every department and discipline. She has also helped to place individuals in unique positions at several agencies and assisted with over 100 other searches, cultivating countless professional relationships along the way.

Ms. Krebs graduated from Baker University with Bachelor of Art degrees in both Communications and Spanish. She is also a graduate of CORO's Orange County Leadership program. Ms. Krebs is fluent in Spanish and proficient in French and Italian. She is a dedicated community volunteer who loves outdoor activities.

### Sherrill A. Uyeda – Founding Partner

Sherrill Uyeda has over twenty years of public sector executive search experience. She began her career in executive search in 1998 and from 1999 to 2004, Ms. Uyeda was an executive search consultant with MAXIMUS, a leading government consulting firm which assists state, federal and local governments. In 2004, along with Eric J. Middleton, she founded Alliance Resource Consulting LLC.

Since 2007, Ms. Uyeda has been instrumental in expanding the organization's presence to include regional offices in Palo Alto (CA), Tampa (FL) and Seattle (WA). She fosters an environment of frequent communication to both clients and candidates and transparent and ethical recruitments on a timely basis. Her leadership and collaborative skills have led to an impressive hiring and retention rate.

Ms. Uyeda's track record of recruiting high-profile government executives across the nation in various industries include: city and county management, transportation, utilities, human resources, library services, building and planning, economic development and pension and retirement systems. Past clients for nationwide recruitments have included the City/County of San Francisco (CA), the County of Los Angeles (CA), Arlington County (VA), Broward County (FL), the City of Atlanta (GA), the City of Alexandria (VA), the City of Boston (MA), the City of Dallas (TX), and the City of San José (CA). Past retirement systems she has recruited for are: Contra Costa County Employees Retirement Association, Fresno County Employees Retirement Association, Kern County Employees Retirement Association, Marin County Employees Retirement Association, Santa Barbara County Employees Retirement System, and Sonoma County Employees Retirement Association.

Additional areas of expertise include: facilitating community forums and outreach meetings, conducting multi-lingual citizen surveys and compensation and benefits negotiations.

Ms. Uyeda graduated from the University of Southern California, with both a Bachelor of Arts degree in Communication Arts and Sciences and a Master of Public Administration degree. She is a member of the Society for Human Resources Management.

# GENERAL MANAGER

Marina Coast Water District



## APPENDIX-B REFERENCES

### Burbank Water and Power

Name: Sean Aquino  
Title: Administrative Officer  
Address: 164 West Magnolia Blvd.; Burbank, CA 91502  
Phone #: (818) 238-3556  
Email: SAquino@burbankca.gov

### City and County of San Francisco, CA

Name: Kate Howard  
Title: Managing Deputy Human Resources Director  
Address: One South Van Ness Ave 4th Floor; San Francisco, CA 94103  
Phone #: (415) 557-4944  
Email: kate.howard@sfgov.org

### Eastern Municipal Water District

Name: Laura Zamora  
Title: Director of Human Resources  
Address: 2270 Trumble Road; Perris, CA 92570  
Phone #: (951) 928-3777  
Email: zamorala@emwd.org

### City of Lynwood, CA

Name: Cynthia Stafford  
Title: Director of Human Resources & Risk Management  
Address: 11330 Bullis Road; Lynwood, CA 90262  
Phone #: (310) 603-0220  
Email: cstafford@lynwood.ca.us

### Coachella Valley Water District

Name: Scott Hunter  
Title: Director of Human Resources  
Address: 75515 Hovley Lane East; Palm Desert, CA 92211  
Phone #: (760) 398-2651  
Email: SHunter@cvwd.org