

CITY OF SANTA FE  
AMENDMENT No 3 TO  
PROFESSIONAL SERVICES AGREEMENT  
ITEM#15-1048

AMENDMENT No.2 (the "Amendment") to the CITY OF SANTA FE PROFESSIONAL SERVICES AGREEMENT, dated September 30, 2015 (the "Agreement"), between the City of Santa Fe (the "City") and SCORE (the "Contractor"). The date of this Agreement shall be the date when it is executed by the City and the Contractor, whichever occurs last.

**RECITALS**

A. Under the terms of the Agreement, Contractor has agreed to provide economic development services for the City.

B. Pursuant to Article 18 of the Agreement, and for good and valuable consideration, the receipt and sufficiency of which are acknowledged by the parties, the City and the Contractor agree as follows:

1. SCOPE OF WORK.

Article 1, paragraph A of the Agreement is amended to revise the number of business seminars and workshops for the technical assistance/business outreach program for the city, so that Article 1, paragraphs A and D read in its entirety are as follows:

A. Implement a business education program for Santa

Fe Area businesses, entrepreneurs and non-profits which furthers the City of Santa Fe's Economic Development goals by developing interactive seminars and workshops that are relevant to operating, marketing or financing their businesses. This education program would also connect and educate business owners and entrepreneurs with city economic development programs and community business resource providers. The education program would implement the following:

- (1) Five (5), two to three hour lecture seminars, oriented to entrepreneurs, business owners and non-profits.
- (2) Two (2) three to four hour interactive hands-on training workshops on specialized topics such on, QuickBooks accounting, marketing, social media and cash flow management. The final line up of workshops will be mutually agreed upon.
- (3) Provide follow up assistance and support for entrepreneurs, businesses and non-profits.
- (4) Improve workshops & seminars based on participant feedback.
- (5) Refer participants to other appropriate service providers as needed.

D. Presentation Material.

(1) The city will assist in the contractor with the presentation workbooks for the education program events by collaborating with the design and format of the workbook.

(2) The contractor shall be responsible for providing workbooks to the participants attending the education series seminars and workshops. The workbooks will be professionally designed and shall include the appropriate City of Santa Fe logos for the Office of Economic Development and other business resource provider information as agreed upon by SCORE and the Office for Business Growth.

Article 1, of the Agreement is amended to add Paragraph "G", so that Article 1, Paragraph "G" reads as follows:

G. DATA - In order to help further a city wide data collection effort to better understand the local entrepreneurial and workforce community, programs and constituent needs, SCORE agrees to contribute requested internal (non-confidential) data by the City's economic development data staff or contractor and to make every reasonable effort to align data collection efforts to inform this effort.

2. COMPENSATION

Article 3, paragraph A of the Agreement is amended to increase the compensation by twenty thousand dollars (\$20,000), so that Article 3, paragraph A reads as follows:

A. The City shall pay to the Contractor for services rendered a sum of ninety-five thousand dollars (\$95,000), inclusive of applicable gross receipts taxes.

3. TERM AND EFFECTIVE DATE

A. This Agreement shall be effective when signed by the City and terminate on June 30, 2019, unless sooner pursuant to Article 6.

2. AGREEMENT IN FULL FORCE.

Except as specifically provided in this Amendment, the Agreement remains and shall remain in full force and effect, in accordance with its terms.

IN WITNESS WHEREOF, the parties have executed this Amendment No.3 to the City of Santa Fe Professional Services Agreement as of the date set forth below.

CITY OF SANTA FE:

CONTRACTOR:  
SCORE

  
ALAN WEBBER, MAYOR

  
(Bob Gallatin, Chair)

DATE: 7/30/18

DATE: \_\_\_\_\_

CRS # A8025006090051  
City of Santa Fe Business  
Registration # 18-40945

ATTEST:

  
YOLANDA Y. VIGIL  
CITY CLERK  
cc mtg. 6/27/18

APPROVED AS TO FORM:

MDM 5/24  
GENO ZAMORA, INTERIM CITY ATTORNEY

APPROVED:

Mary McCoy 07/27/18  
FINANCE DIRECTOR

22116.510300  
BUSINESS Unit/LINE ITEM