

PROFESSIONAL CONSULTANT SERVICES AGREEMENT

BABCOCK LABORATORIES, INC.

[Laboratory Testing and Analytical Services – RFP No. 2159]

THIS PROFESSIONAL CONSULTANT SERVICES AGREEMENT (“Agreement”) is made and entered into this _____ day of _____, 2022 (“Effective Date”), by and between the CITY OF RIVERSIDE, a California charter city and municipal corporation (“City”), and BABCOCK LABORATORIES, INC., a California corporation (“Consultant”).

1. **Scope of Services.** City agrees to retain and does hereby retain Consultant and Consultant agrees to provide the services more particularly described in Exhibit “A,” “Scope of Services” (“Services”), attached hereto and incorporated herein by reference, in conjunction with Laboratory Testing and Analytical Services – RFP No. 2159 (“Project”).

2. **Term.** This Agreement shall be effective from July 1, 2022 until June 30, 2025, unless otherwise terminated pursuant to the provisions herein. The term may be extended for up to two (2) additional one-year periods, upon mutual written agreement of the parties, based upon acceptable performance of the Company, acceptable fees and subject to the same terms and conditions of this Agreement.

3. **Compensation/Payment.** Consultant shall perform the Services under this Agreement for the total sum not to exceed One Million Dollars (\$1,000,000) annually for a contract total of Three Million Dollars (\$3,000,000) payable in accordance with the terms set forth in Exhibit “B.” Said payment shall be made in accordance with City’s usual accounting procedures upon receipt and approval of an itemized invoice setting forth the services performed. The invoices shall be delivered to City at the address set forth in Section 4 hereof.

4. **Notices.** Any notices required to be given, hereunder shall be in writing and shall be personally served or given by mail. Any notice given by mail shall be deemed given when deposited in the United States Mail, certified and postage prepaid, addressed to the party to be served as follows:

To City

Riverside Public Utilities / Water Op
City of Riverside
Attn: Robin Glenney
3900 Main Street
Riverside, CA 92522

To Consultant

Babcock Laboratories Inc.
Attn: Kayelani Marshall, Project Manager
6100 Quail Valley Court
Riverside, Ca 92507

5. **Prevailing Wage.** If applicable, Consultant and all subcontractors are required to pay the general prevailing wage rates of per diem wages and overtime and holiday wages determined by the Director of the Department of Industrial Relations under Section 1720 et seq. of the California Labor Code and implemented by Resolution No. 13346 of the City Council of the City of Riverside. The Director's determination is available on-line at www.dir.ca.gov/dlsr/DPreWageDetermination.htm and is referred to and made a part hereof; the wage rates therein ascertained, determined, and specified are referred to and made a part hereof as though fully set forth herein.

6. **Contract Administration.** A designee of the City will be appointed in writing by the City Manager or Department Director to administer this Agreement on behalf of City and shall be referred to herein as Contract Administrator.

7. **Standard of Performance.** While performing the Services, Consultant shall exercise the reasonable professional care and skill customarily exercised by reputable members of Consultant's profession practicing in the Metropolitan Southern California Area, and shall use reasonable diligence and best judgment while exercising its professional skill and expertise.

8. **Personnel.** Consultant shall furnish all personnel necessary to perform the Services and shall be responsible for their performance and compensation. Consultant recognizes that the qualifications and experience of the personnel to be used are vital to professional and timely completion of the Services. The key personnel listed in Exhibit "C" attached hereto and incorporated herein by this reference and assigned to perform portions of the Services shall remain assigned through completion of the Services, unless otherwise mutually agreed by the parties in writing, or caused by hardship or resignation in which case substitutes shall be subject to City approval.

9. **Assignment and Subcontracting.** Neither party shall assign any right, interest, or obligation in or under this Agreement to any other entity without prior written consent of the other party. In any event, no assignment shall be made unless the assignee expressly assumes the obligations of assignor under this Agreement, in a writing satisfactory to the parties. Consultant acknowledges that any assignment may, at the City's sole discretion, require City Manager and/or City Council approval. Consultant shall not subcontract any portion of the work required by this Agreement without prior written approval by the responsible City Contract Administrator. Subcontracts, if any, shall contain a provision making them subject to all provisions stipulated in this Agreement, including without limitation, the insurance obligations set forth in Section 12. The Consultant acknowledges and agrees that the City is an intended beneficiary of any work performed by any subcontractor for purposes of establishing a duty of care between any subcontractor and the City.

10. **Independent Contractor.** In the performance of this Agreement, Consultant, and Consultant's employees, subcontractors and agents, shall act in an independent capacity as independent contractors, and not as officers or employees of the City of Riverside. Consultant acknowledges and agrees that the City has no obligation to pay or withhold state or federal taxes or to provide workers' compensation or unemployment insurance to Consultant, or to Consultant's employees, subcontractors and agents. Consultant, as an independent contractor, shall be responsible for any and all taxes that apply to Consultant as an employer.

11. Indemnification.

11.1 Design Professional Defined. For purposes of this Agreement, “Design Professional” includes the following:

- A. An individual licensed as an architect pursuant to Chapter 3 (commencing with Section 5500) of Division 3 of the Business and Professions Code, and a business entity offering architectural services in accordance with that chapter.
- B. An individual licensed as a landscape architect pursuant to Chapter 3.5 (commencing with Section 5615) of Division 3 of the Business and Professions Code, and a business entity offering landscape architectural services in accordance with that chapter.
- C. An individual registered as a professional engineer pursuant to Chapter 7 (commencing with Section 6700) of Division 3 of the Business and Professions Code, and a business entity offering professional engineering services in accordance with that chapter.
- D. An individual licensed as a professional land surveyor pursuant to Chapter 15 (commencing with Section 8700) of Division 3 of the Business and Professions Code, and a business entity offering professional land surveying services in accordance with that chapter.

11.2 Defense Obligation For Design Professional Liability. Consultant agrees, at its cost and expense, to promptly defend the City, and the City’s employees, officers, managers, agents and council members (collectively the “Parties to be Defended”) from and against any and all claims, allegations, lawsuits, arbitration proceedings, administrative proceedings, regulatory proceedings, or other legal proceedings to the extent the same arise out of, pertain to, or relate to the negligence, recklessness or willful misconduct of Consultant, or anyone employed by or working under the Consultant or for services rendered to the Consultant in the performance of the Agreement, notwithstanding that the City may have benefited from its work or services and whether or not caused in part by the negligence of an Indemnified Party. Consultant agrees to provide this defense immediately upon written notice from the City, and with well qualified, adequately insured and experienced legal counsel acceptable to City. Consultant will reimburse City for reasonable defense costs for claims arising out of Consultant’s professional negligence based on the percentage of Consultant’s liability. This obligation to defend as set forth herein is binding on the successors, assigns and heirs of Consultant and shall survive the termination of Consultant’s Services under this Agreement.

11.3 Indemnity For Design Professional Liability. When the law establishes a professional standard of care for Consultant’s services, to the fullest extent permitted by law, Consultant shall indemnify, protect and hold harmless the City and the City’s employees, officers, managers, agents, and Council Members (“Indemnified Parties”) from and against any and all claim for damage, charge, lawsuit, action, judicial, administrative, regulatory or arbitration proceeding, damage, cost, expense (including counsel and expert fees), judgment, civil fines and penalties,

liabilities or losses of any kind or nature whatsoever to the extent the same arise out of, pertain to, or relate to the negligence, recklessness or willful misconduct of Consultant, or anyone employed by or working under the Consultant or for services rendered to the Consultant in the performance of the Agreement, notwithstanding that the City may have benefited from its work or services and whether or not caused in part by the negligence of an Indemnified Party.

11.4 Defense Obligation For Other Than Design Professional Liability.

Consultant agrees, at its cost and expense, to promptly defend the City, and the City's employees, officers, managers, agents and council members (collectively the "Parties to be Defended") from and against any and all claims, allegations, lawsuits, arbitration proceedings, administrative proceedings, regulatory proceedings, or other legal proceedings which arise out of, or relate to, or are in any way connected with: 1) the Services, work, activities, operations, or duties of the Consultant, or of anyone employed by or working under the Consultant, or 2) any breach of the Agreement by the Consultant. This duty to defend shall apply whether or not such claims, allegations, lawsuits or proceedings have merit or are meritless, or which involve claims or allegations that any or all of the Parties to be Defended were actively, passively, or concurrently negligent, or which otherwise assert that the Parties to be Defended are responsible, in whole or in part, for any loss, damage or injury. Consultant agrees to provide this defense immediately upon written notice from the City, and with well qualified, adequately insured and experienced legal counsel acceptable to City. This obligation to defend as set forth herein is binding on the successors, assigns and heirs of Consultant and shall survive the termination of Consultant's Services under this Agreement.

11.5 Indemnity For Other Than Design Professional Liability. Except as to the sole negligence or willful misconduct of the City, Consultant agrees to indemnify, protect and hold harmless the Indemnified Parties from and against any claim for damage, charge, lawsuit, action, judicial, administrative, regulatory or arbitration proceeding, damage, cost, expense (including counsel and expert fees), judgment, civil fine and penalties, liabilities or losses of any kind or nature whatsoever whether actual, threatened or alleged, which arise out of, pertain to, or relate to, or are a consequence of, or are attributable to, or are in any manner connected with the performance of the Services, work, activities, operations or duties of the Consultant, or anyone employed by or working under the Consultant or for services rendered to Consultant in the performance of this Agreement, notwithstanding that the City may have benefited from its work or services. This indemnification provision shall apply to any acts, omissions, negligence, recklessness, or willful misconduct, whether active or passive, on the part of the Consultant or anyone employed or working under the Consultant.

12. Insurance.

12.1 General Provisions. Prior to the City's execution of this Agreement, Consultant shall provide satisfactory evidence of, and shall thereafter maintain during the term of this Agreement, such insurance policies and coverages in the types, limits, forms and ratings required herein. The rating and required insurance policies and coverages may be modified in writing by the City's Risk Manager or City Attorney, or a designee, unless such modification is prohibited by law.

12.1.1 Limitations. These minimum amounts of coverage shall not constitute any limitation or cap on Consultant's indemnification obligations under Section 11 hereof.

12.1.2 **Ratings.** Any insurance policy or coverage provided by Consultant or subcontractors as required by this Agreement shall be deemed inadequate and a material breach of this Agreement, unless such policy or coverage is issued by insurance companies authorized to transact insurance business in the State of California with a policy holder's rating of A or higher and a Financial Class of VII or higher.

12.1.3 **Cancellation.** The policies shall not be canceled unless thirty (30) days' prior written notification of intended cancellation has been given to City by certified or registered mail, postage prepaid.

12.1.4 **Adequacy.** The City, its officers, employees and agents make no representation that the types or limits of insurance specified to be carried by Consultant pursuant to this Agreement are adequate to protect Consultant. If Consultant believes that any required insurance coverage is inadequate, Consultant will obtain such additional insurance coverage as Consultant deems adequate, at Consultant's sole expense.

12.2 **Workers' Compensation Insurance.** By executing this Agreement, Consultant certifies that Consultant is aware of and will comply with Section 3700 of the Labor Code of the State of California requiring every employer to be insured against liability for workers' compensation, or to undertake self-insurance before commencing any of the work. Consultant shall carry the insurance or provide for self-insurance required by California law to protect said Consultant from claims under the Workers' Compensation Act. Prior to City's execution of this Agreement, Consultant shall file with City either 1) a certificate of insurance showing that such insurance is in effect, or that Consultant is self-insured for such coverage, or 2) a certified statement that Consultant has no employees, and acknowledging that if Consultant does employ any person, the necessary certificate of insurance will immediately be filed with City. Any certificate filed with City shall provide that City will be given ten (10) days' prior written notice before modification or cancellation thereof.

12.3 **Commercial General Liability and Automobile Insurance.** Prior to City's execution of this Agreement, Consultant shall obtain, and shall thereafter maintain during the term of this Agreement, commercial general liability insurance and automobile liability insurance as required to insure Consultant against damages for personal injury, including accidental death, as well as from claims for property damage, which may arise from or which may concern operations by anyone directly or indirectly employed by, connected with, or acting for or on behalf of Consultant. The City, and its officers, employees and agents, shall be named as additional insureds under the Consultant's insurance policies.

12.3.1 Consultant's commercial general liability insurance policy shall cover both bodily injury (including death) and property damage (including, but not limited to, premises operations liability, products-completed operations liability, independent contractor's liability, personal injury liability, and contractual liability) in an amount not less than \$1,000,000 per occurrence and a general aggregate limit in the amount of not less than \$2,000,000.

12.3.2 Consultant's automobile liability policy shall cover both bodily injury and property damage in an amount not less than \$1,000,000 per occurrence and an aggregate limit of not less than \$1,000,000. All of Consultant's automobile and/or commercial general liability

insurance policies shall cover all vehicles used in connection with Consultant's performance of this Agreement, which vehicles shall include, but are not limited to, Consultant owned vehicles, Consultant leased vehicles, Consultant's employee vehicles, non-Consultant owned vehicles and hired vehicles.

12.3.3 Prior to City's execution of this Agreement, copies of insurance policies or original certificates along with additional insured endorsements acceptable to the City evidencing the coverage required by this Agreement, for both commercial general and automobile liability insurance, shall be filed with City and shall include the City and its officers, employees and agents, as additional insureds. Said policies shall be in the usual form of commercial general and automobile liability insurance policies, but shall include the following provisions:

It is agreed that the City of Riverside, and its officers, employees and agents, are added as additional insureds under this policy, solely for work done by and on behalf of the named insured for the City of Riverside.

12.3.4 The insurance policy or policies shall also comply with the following provisions:

- a. The policy shall be endorsed to waive any right of subrogation against the City and its sub-consultants, employees, officers and agents for services performed under this Agreement.
- b. If the policy is written on a claims made basis, the certificate should so specify and the policy must continue in force for one year after completion of the services. The retroactive date of coverage must also be listed.
- c. The policy shall specify that the insurance provided by Consultant will be considered primary and not contributory to any other insurance available to the City and Endorsement No. CG 20010413 shall be provided to the City.

12.4 **Errors and Omissions Insurance.** Prior to City's execution of this Agreement, Consultant shall obtain, and shall thereafter maintain during the term of this Agreement, errors and omissions professional liability insurance in the minimum amount of \$1,000,000 to protect the City from claims resulting from the Consultant's activities.

12.5 **Subcontractors' Insurance.** Consultant shall require all of its subcontractors to carry insurance, in an amount sufficient to cover the risk of injury, damage or loss that may be caused by the subcontractors' scope of work and activities provided in furtherance of this Agreement, including, but without limitation, the following coverages: Workers Compensation, Commercial General Liability, Errors and Omissions, and Automobile liability. Upon City's request, Consultant shall provide City with satisfactory evidence that Subcontractors have obtained insurance policies and coverages required by this section.

13. **Business Tax.** Consultant understands that the Services performed under this Agreement constitutes doing business in the City of Riverside, and Consultant agrees that Consultant will register for and pay a business tax pursuant to Chapter 5.04 of the Riverside Municipal Code and keep such tax certificate current during the term of this Agreement.

14. **Time of Essence.** Time is of the essence for each and every provision of this Agreement.

15. **City's Right to Employ Other Consultants.** City reserves the right to employ other Consultants in connection with the Project. If the City is required to employ another consultant to complete Consultant's work, due to the failure of the Consultant to perform, or due to the breach of any of the provisions of this Agreement, the City reserves the right to seek reimbursement from Consultant.

16. **Accounting Records.** Consultant shall maintain complete and accurate records with respect to costs incurred under this Agreement. All such records shall be clearly identifiable. Consultant shall allow a representative of City during normal business hours to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement. Consultant shall allow inspection of all work, data, documents, proceedings, and activities related to the Agreement for a period of three (3) years from the date of final payment under this Agreement.

17. **Confidentiality.** All ideas, memoranda, specifications, plans, procedures, drawings, descriptions, computer program data, input record data, written information, and other materials either created by or provided to Consultant in connection with the performance of this Agreement shall be held confidential by Consultant, except as otherwise directed by City's Contract Administrator. Nothing furnished to Consultant which is otherwise known to the Consultant or is generally known, or has become known, to the related industry shall be deemed confidential. Consultant shall not use City's name or insignia, photographs of the Project, or any publicity pertaining to the Services or the Project in any magazine, trade paper, newspaper, television or radio production, website, or other similar medium without the prior written consent of the City.

18. **Ownership of Documents.** All reports, maps, drawings and other contract deliverables prepared under this Agreement by Consultant shall be and remain the property of City. Consultant shall not release to others information furnished by City without prior express written approval of City.

19. **Copyrights.** Consultant agrees that any work prepared for City which is eligible for copyright protection in the United States or elsewhere shall be a work made for hire. If any such work is deemed for any reason not to be a work made for hire, Consultant assigns all right, title and interest in the copyright in such work, and all extensions and renewals thereof, to City, and agrees to provide all assistance reasonably requested by City in the establishment, preservation and enforcement of its copyright in such work, such assistance to be provided at City's expense but without any additional compensation to Consultant. Consultant agrees to waive all moral rights relating to the work developed or produced, including without limitation any and all rights of identification of authorship and any and all rights of approval, restriction or limitation on use or subsequent modifications.

20. **Conflict of Interest.** Consultant, for itself and on behalf of the individuals listed in Exhibit "C," represents and warrants that by the execution of this Agreement, they have no interest, present or contemplated, in the Project affected by the above-described Services. Consultant further warrants that neither Consultant, nor the individuals listed in Exhibit "C" have any real property, business interests or income interests that will be affected by this project or, alternatively, that Consultant will file with the City an affidavit disclosing any such interest.

21. **Solicitation.** Consultant warrants that Consultant has not employed or retained any person or agency to solicit or secure this Agreement, nor has it entered into any agreement or understanding for a commission, percentage, brokerage, or contingent fee to be paid to secure this Agreement. For breach of this warranty, City shall have the right to terminate this Agreement without liability and pay Consultant only for the value of work Consultant has actually performed, or, in its sole discretion, to deduct from the Agreement price or otherwise recover from Consultant the full amount of such commission, percentage, brokerage or commission fee. The remedies specified in this section shall be in addition to and not in lieu of those remedies otherwise specified in this Agreement.

22. **General Compliance With Laws.** Consultant shall keep fully informed of federal, state and local laws and ordinances and regulations which in any manner affect those employed by Consultant, or in any way affect the performance of services by Consultant pursuant to this Agreement. Consultant shall at all times observe and comply with all such laws, ordinances and regulations, and shall be solely responsible for any failure to comply with all applicable laws, ordinances and regulations. Consultant represents and warrants that Consultant has obtained all necessary licenses to perform the Scope of Services and that such licenses are in good standing. Consultant further represents and warrants that the services provided herein shall conform to all ordinances, policies and practices of the City of Riverside.

23. **Waiver.** No action or failure to act by the City shall constitute a waiver of any right or duty afforded City under this Agreement, nor shall any such action or failure to act constitute approval of or acquiescence in any breach thereunder, except as may be specifically, provided in this Agreement or as may be otherwise agreed in writing.

24. **Amendments.** This Agreement may be modified or amended only by a written agreement and/or change order executed by the Consultant and City.

25. **Termination.** City, by notifying Consultant in writing, shall have the right to terminate any or all of Consultant's services and work covered by this Agreement at any time. In the event of such termination, Consultant may submit Consultant's final written statement of the amount of Consultant's services as of the date of such termination based upon the ratio that the work completed bears to the total work required to make the report complete, subject to the City's rights under Sections 15 and 26 hereof. In ascertaining the work actually rendered through the termination date, City shall consider completed work, work in progress and complete and incomplete reports and other documents only after delivered to City.

25.1 Other than as stated below, City shall give Consultant thirty (30) days' prior written notice prior to termination.

25.2 City may terminate this Agreement upon fifteen (15) days' written notice to Consultant, in the event:

25.2.1 Consultant substantially fails to perform or materially breaches the Agreement; or

25.2.2 City decides to abandon or postpone the Project.

26. **Offsets.** Consultant acknowledges and agrees that with respect to any business tax or penalties thereon, utility charges, invoiced fee or other debt which Consultant owes or may owe to the City, City reserves the right to withhold and offset said amounts from payments or refunds or reimbursements owed by City to Consultant. Notice of such withholding and offset, shall promptly be given to Consultant by City in writing. In the event of a dispute as to the amount owed or whether such amount is owed to the City, City will hold such disputed amount until either the appropriate appeal process has been completed or until the dispute has been resolved.

27. **Successors and Assigns.** This Agreement shall be binding upon City and its successors and assigns, and upon Consultant and its permitted successors and assigns, and shall not be assigned by Consultant, either in whole or in part, except as otherwise provided in paragraph 9 of this Agreement.

28. **Venue.** Any action at law or in equity brought by either of the parties hereto for the purpose of enforcing a right or rights provided for by this Agreement shall be tried in the Superior Court, County of Riverside, State of California, and the parties hereby waive all provisions of law providing for a change of venue in such proceedings to any other county. In the event either party hereto shall bring suit to enforce any term of this Agreement or to recover any damages for and on account of the breach of any term or condition of this Agreement, it is mutually agreed that each party will bear their own attorney's fees and costs.

29. **Nondiscrimination.** During Consultant's performance of this Agreement, Consultant shall not discriminate on the grounds of race, religious creed, color, national origin, ancestry, age, physical disability, mental disability, medical condition, including the medical condition of Acquired Immune Deficiency Syndrome (AIDS) or any condition related thereto, marital status, sex, genetic information, gender, gender identity, gender expression, or sexual orientation, military and veteran status, in the selection and retention of employees and subcontractors and the procurement of materials and equipment, except as provided in Section 12940 of the California Government Code. Further, Consultant agrees to conform to the requirements of the Americans with Disabilities Act in the performance of this Agreement.

30. **Severability.** Each provision, term, condition, covenant and/or restriction, in whole and in part, of this Agreement shall be considered severable. In the event any provision, term, condition, covenant and/or restriction, in whole and/or in part, of this Agreement is declared invalid, unconstitutional, or void for any reason, such provision or part thereof shall be severed from this Agreement and shall not affect any other provision, term, condition, covenant and/or restriction of this Agreement, and the remainder of the Agreement shall continue in full force and effect.

31. **Authority.** The individuals executing this Agreement and the instruments referenced herein on behalf of Consultant each represent and warrant that they have the legal power, right and actual authority to bind Consultant to the terms and conditions hereof and thereof.

32. **Entire Agreement.** This Agreement constitutes the final, complete, and exclusive statement of the terms of the agreement between the parties pertaining to the subject matter of this Agreement, and supersedes all prior and contemporaneous understandings or agreements of the parties. Neither party has been induced to enter into this Agreement by and neither party is relying on, any representation or warranty outside those expressly set forth in this Agreement.

33. **Interpretation.** City and Consultant acknowledge and agree that this Agreement is the product of mutual arms-length negotiations and accordingly, the rule of construction, which provides that the ambiguities in a document shall be construed against the drafter of that document, shall have no application to the interpretation and enforcement of this Agreement.

33.1 Titles and captions are for convenience of reference only and do not define, describe or limit the scope or the intent of the Agreement or any of its terms. Reference to section numbers, are to sections in the Agreement unless expressly stated otherwise.

33.2 This Agreement shall be governed by and construed in accordance with the laws of the State of California in effect at the time of the execution of this Agreement.

33.3 In the event of a conflict between the body of this Agreement and Exhibit "A" - Scope of Services hereto, the terms contained in Exhibit "A" shall be controlling.

34. **Exhibits.** The following exhibits attached hereto are incorporated herein to this Agreement by this reference:

Exhibit "A" - Scope of Services

Exhibit "B" - Compensation

Exhibit "C" - Key Personnel

IN WITNESS WHEREOF, City and Consultant have caused this Agreement to be duly executed the day and year first above written.

CITY OF RIVERSIDE, a California
charter city and municipal corporation

BABCOCK LABORATORIES, INC.,
a California corporation

By: _____
City Manager

By: Tiffany Gomez
Tiffany Gomez
[Printed Name]
Chief Executive Officer
[Title]

Attest: _____
City Clerk

Certified as to Availability of Funds:

By: [Signature]
Chief Financial Officer

By: Allison Mackenzie
Allison Mackenzie
[Printed Name]
Secretary
[Title]

Approved as to Form:

By: [Signature]
Deputy City Attorney

EXHIBIT "A"

SCOPE OF SERVICES

EXHIBIT A

Scope of Services

The City of Riverside is seeking a full service Laboratory to analyze raw and treated water based on State Water Resources Control Board – Division of Drinking Water (DDW), California Code of Regulations Title 22, Environmental Protection Agency (EPA), and Regional Water Quality Control Board regulations. The City of Riverside serves over 300,000 people with approximately forty-two (42) Groundwater Wells and four (4) Groundwater Under the Influence of Surface Water Wells (GWUDI), six (6) treatment plants and a blending program to ensure that the water meets all State and Federal regulations. The city also operates and maintains Non-Potable wells and two canals. Due to the complexity of the system, a quick Turn Around Time (TAT) is imperative; some samples require three (3) day rushes. A standing rush TAT towards the end of the month to ensure data is available for final reporting to DDW by the 10th of the following Month will also be required.

A Full Service Laboratory will offer the following services. An assigned Project Manager. Sample kits including pre-labeled bottles in coolers with ice packs. Laboratory must maintain a Sample Drop off time Monday – Friday until 4:00 p.m. Laboratory must maintain a Sample Drop off time Weekends and Holidays until noon for bacteriological resamples and emergencies. Laboratory delivery of sample kits and pick up of samples to occur after 3:00 pm Monday – Friday from 3854 Mulberry Street, Riverside, CA 92507. Entry of all field data from Chain of Custody forms (COC) into Laboratory Information Management System (LIMS), and included in the final report and Electronic Data Deliverables (EDDs). Delivery of final report and invoice in PDF format via email, WaterTrax uploads, CSV EDDs, and a secure client portal to LIMS. Electronic Data Transfer (EDT) to the State Database when applicable. Laboratory shall ensure all Data is properly transferred to EDD and EDT formats. Provide a daily email including all preliminary hits over the DLR.

The City's Project Manager and/or Microbiology staff should work quickly to learn Historical Values and notify the appropriate personnel whenever a sample is positive for total coliform, positive for E. coli, a Heterotrophic Plate Count over 500 CFU, and/or MCL Exceedance for 7th and Chicago compliance samples.

In addition to Routine samples this Laboratory RFP will include Fifth Unregulated Contaminant Monitoring Rule (UCMR5) analyses, and Lead Testing required under LCRR. The full service laboratory shall also provide upcoming regulated/required analytical testing at a negotiated price under this agreement, an example would be microplastics or new regulations enacted during the duration of this contract. Estimated number of samples included in the Routine section include Potable Wells, Non-Potable Wells, Monitoring Wells, Canal, Treatment, Distribution and Storm Water samples.

Additionally analytical needs will be covered under this Agreement and pricing shall be negotiated at the time of service if not already included in Exhibit B attached to this Agreement.

Statement of Understanding and Approach

Babcock Laboratories, Inc. (Babcock Labs) is a full-service commercial testing laboratory that holds California and National accreditation for the analysis of raw and treated water. Founded in Riverside, CA in 1906, Babcock Labs has a longstanding legacy of providing responsive and reliable environmental testing services to water agencies across California, particularly in the Inland Empire. For the past 116 years, Babcock Labs has established itself as a leader in the industry by continuously bringing online innovative and streamlined methodology and technology to meet the ever-evolving testing needs of its clients. Moreover, Babcock Labs' 116-year legacy includes an active role in the socioeconomic success of the City of Riverside and its residents. For these reasons, and the reasons detailed in this proposal, Babcock Laboratories believes it is best qualified to provide the City of Riverside ("City") with the laboratory testing and analytical services requested in RFP #2159.

CUSTOMER SERVICE

Babcock Labs has a dedicated team of laboratory professionals, comprised of experienced analysts, highly trained field technicians, seasoned corporate officers and administrative staff, and friendly and helpful customer service personnel. Babcock Labs staff is knowledgeable of water testing protocols and regulations set forth by the State Water Resources Control Board – Division of Drinking Water (DWW), the California Code of Regulations Title 22 (Title 22), the Environmental Protection Agency (EPA), and the Regional Water Quality Control Board.

Upon contract award, the City will be introduced to the assigned Project Manager and other key contacts, such as dedicated UCMR personnel, field sampling staff, microbiology staff, and emergency contacts. The Project Manager will confirm direct contact information and verify project requirements, expectations, and the anticipated schedule. The Project Manager will act as a liaison to the City, coordinating between the City and various Babcock Labs personnel.

Project Manager

Kayelani Marshall
951-653-3351 x163
kmarshall@babcocklabs.com

SAMPLE COLLECTION

Babcock Labs employs an in-house Field Services team of properly trained and experienced field technician professionals. field sampling technician collect distribution Field Free Chlorine, Field Temperature, Field pH, and Bacteriological samples The field technician will document all necessary sampling information using a Chain of Custody (COC) form and submit all samples and documentation to the laboratory. Additional field sampling services, such as UCMR sampling, are available upon request. For more information about our field sampling services, including training information, please see "Field Sampling Services" in the *Company Information* section.

SAMPLE RECEIVING

Upon receipt, the laboratory will review the COC and verify that the sample meets sample acceptance criteria by performing various tests such as sample temperature, pH, and Chlorine residual. Samples and field data information will then be logged into the Laboratory Information Management System (LIMS). For more information about sample receiving hours, please see “Laboratory Schedule” in the *Company Information* section.

If the samples do not meet sample acceptance criteria, they will be rejected upon receipt and resampling will need to occur. If the resampling event is caused by client failure to follow sampling instructions—such as failed pH due to loss of preservative in field, insufficient sample volume, broken or damaged bottles due to poor packing, or improper sample temperatures due to lack or misuse of ice packs—the client will be notified and request to resample if possible. If the resampling event is due to an error made by Babcock Labs and its staff, the resample will be performed expediently and at no cost to the City. For more information about our sample receiving services, please see “Sample Receiving Services” in the *Company Information* section.

ANALYSIS OF SAMPLE

Babcock Labs follows all water testing protocols and regulations set forth by the DWW, Title 22, the EPA, and the Regional Water Quality Control Board. Laboratory analyses are also conducted in accordance with the quality systems set forth in Babcock Labs’ Quality Assurance Program and in compliance with the National Laboratory Accreditation Program (NELAP) and California Environmental Laboratory Accreditation Program (CA ELAP) requirements. Samples will be analyzed via approved methods conducted by qualified laboratory chemists and microbiologists, and within regulatory holding times. Supervision of analyses will be provided by the Laboratory Department Managers and the Quality Assurance Manager. The Laboratory Director will oversee the review of laboratory data—including all quality control data—and data entry into the Babcock Labs LIMS. For routine turnaround time and rush information, please see “Routine Turnaround and Rush Surcharges” in the *Company Information* section.

Laboratory Certification

Babcock Labs is currently accredited by CA ELAP under the State Water Resources Control Board and maintains NELAP accreditation through the State of Oregon (ORELAP). Additionally, Babcock Labs has received approval from the EPA for all UCMR 5 analyses. We offer a full range of testing methods in compliance with the Safe Drinking Water Act, CA Title 22, and UCMR regulations. Please see Appendices A1-4 for certifications and approvals, fields of testing (FOTs), and PE sample results.

Personnel Training

Babcock Labs conducts an extensive on-boarding process for all new employees, coordinating between Human Resources, the Quality Assurance Department, and the assigned employee

manager. In addition to LIMS and HR policy training, employees must perform initial demonstrations of capability prior to performing analyses. Staff receives annual refresher training in various aspects of Quality Control and Quality Assurance practices, including Ethics training. These practices help ensure that Babcock Labs, through its professional staff, can be relied upon to produce data of known and properly documented quality. For QA/QC information, please see “Quality Assurance / Quality Control” in the *Company Information* section. For specific organizational and staffing information, please see the *Company Personnel* section.

APPLIED TECHNOLOGY

Client project data and reports are maintained in the Laboratory Information Management System (LIMS). Babcock utilizes a highly flexible software system which is integrated with instrumentation, client relationship management (CRM), client portal, and accounting programs. Information entered into the LIMS allows for real-time data queries by project, sample location, analytical parameter and/or date range.

Babcock Labs utilizes a highly functional Laboratory Information Management System (LIMS) and represents one of the more sophisticated implementations of the system. With the capabilities of the LIMS and our related business processes, we see the opportunity to use these resources to address the City’s current concerns and future aspirations.

Data Deliverables

Babcock Labs provides results in Adobe PDF, which contains a copy of the accompanying Chain of Custody. The COC is inserted into the report and is paginated along with the results and any other required documentation. These reports, along with any requested Electronic Data Deliverables (EDDs) are sent via email and are available for download from our secure client web portal ().

Babcock’s Labs LIMS currently contains over one hundred commercially available EDD formats, including WaterTrax and those required for upload into the CA State Water Quality Database (California Laboratory Intake Portal - CLIP). We generate these EDDs on a daily basis for our drinking water clients and upload them directly to both WaterTrax and the State. Timeliness is important for WaterTrax functionality which is why Babcock Project Managers upload data promptly at the time client reports are generated. For microbiology, perchlorates and nitrates this means that in addition to alerts coming directly from Babcock regarding MCL exceedances, WaterTrax notification acts as a redundant safeguard for prompt notification.

Moreover, Babcock Labs is not limited to the formats contained in the LIMS provider’s EDD library. We also maintain a custom EDD builder that can produce EDDs in almost any variety including CSV or other delimited formats (i.e., CLIP). These EDDs are flexible in nature, such that we can customize them to meet our client’s unique or legacy database, up to and including incorporation of any valid value lists. This assures that the data we provide is consistent with the structure and content of our clients’ systems and can therefore be used for comparison to

historical records. All EDDs and reports are generated from the exact same record set which prevents mismatches between the results presented in the hardcopy report and EDD.

Result Notification

As stated above, Babcock Labs provides paperless EDDs via email to our customers. (As part of our Corporate Social Responsibility waste reduction initiatives, hardcopies are only available upon request.) This same delivery system is also used to provide notifications to our clients regarding any result exceeding a prescribed amount. These amounts may be the State or Federal MCL for a drinking water parameter, such as nitrate, or a monitoring threshold unique to one of our client's locations. Once the initial results are approved, our LIMS compares the result to the trigger value and sends a message to the Babcock Labs Project Manager (PM), our client, or any other specified recipient. Babcock Lab's customary approach is to have this alert sent to the client's PM so that we can investigate the result internally. However, this notification can be configured in any manner and affords us the ability to provide almost immediate notification of a potential problem to our client. (Also see Data Deliverables discussion above).

Historical Data Consistency

As expected by the City, one of Babcock Labs' unique internal processes is a comparison of results to historical values for any given sample. When provided a consistent sample naming convention, our standard operating procedure for data review includes a comparison to the results we generate over time for any given sample. The LIMS allows us to evaluate the result against the historical average as well as the maximum and minimum results generated over time. If a value falls outside of this range, we often trigger and reanalysis automatically or, at minimum, contact our client to determine if there were any material changes in the distribution system or treatment process that might explain the departure from its typical value. In the absence of a definitive explanation, Babcock Labs will perform the reanalysis to confirm the data point in question.

Sample Handling and Custody via Barcoding

To assist the City with sample management, Babcock Labs proposes to import a listing of all of the City's sampling points and build a sampling schedule within our LIMS. From this point, we can generate pre-printed and barcode sample labels along with a Chain of Custody. This would limit the amount of writing required on the part of City employees and streamline the sample handling process. City staff will use Bluetooth-enabled barcode scanners to record sample descriptions where necessary and the laboratory will quickly and efficiently enter sample data upon sample receipt. This process has the added benefit of eliminating transcription errors and reducing the amount of time it takes to get the samples handed off to the laboratory for analysis. Babcock Labs has experience with this advanced process, as we have provided a large client with sampling handling and custody via barcoding for over five years.

Beyond this immediate solution, Babcock welcomes the opportunity to partner with the City build an electronic Chain of Custody (e-COC) program with the City to have the City's needs in

mind. Several options already exist today but Babcock Labs does have some innovative ideas on the best route for implementation given the City's requirements and current data management system. Our approach would take advantage of the systems and capabilities that already exist for both parties, which would expedite the development effort. We have already taken steps to investigate these options and would be privileged to spearhead this effort should the City select us as its service provider. For more information, please see "Innovative Partnering Options and Other Services" in the *Company Information* section.

Company Information

LOCATION

Babcock Laboratories, Inc. is one of Riverside's oldest businesses, as its facilities have been located in the City of Riverside since the company was founded in 1906. Over the years the laboratory has grown and relocated within Riverside. For the past thirty years the primary laboratory facilities have been located at:

Babcock Laboratories, Inc.
6100 Quail Valley Court
Riverside, CA 92507

In 2004 Babcock Labs expanded its facilities to include an additional adjacent, custom-designed building that houses supplementary laboratories and a large conference room that is frequently used to provide Babcock Labs clients with technical trainings and seminars.

Distance

Babcock Laboratories is located 9.3 miles away from 2911 Adams Street, Riverside, CA 92504. This distance translates to a 20-minute drive, without traffic. In fact, due to the close proximity of the Riverside Public Utilities location and the Laboratory, it is possible to travel via side roads instead of freeways, if necessary. To view Google Map directions, please see Appendix B.

Babcock Labs is the only commercial laboratory capable of performing the services requested in the City's contract that is located in the City of Riverside. Additionally, Babcock Labs' proximity to the Riverside Public Utilities facility and its various sampling sites provide the City with all the benefits of an in-house laboratory and field sampling team, without the additional costs of accrediting and operating an in-house lab. Moreover, this close proximity will ensure minimum transportation time from each sample pick-up location for field staff resulting in maximum efficiency and reliability (and a reduced carbon footprint).

PROPOSAL CONTACT

Cathy Iijima
Client Relations Manager

EXHIBIT "B"
COMPENSATION

Routine Monitoring (annual estimate, actuals can be more or less)

Analysis	Method	Qty.	Price	Total
Cl Residual (Field)	Provided on COC	6072	N/C	\$ -
pH (Field)	Provided on COC	6072	N/C	\$ -
Temperature (Field)	Provided on COC	6072	N/C	\$ -
Bacti (P/A)	SM 9223B	6400	\$ 8.00	\$ 51,200.00
Bacti (Quantitray)	SM 9223B	440	\$ 15.00	\$ 6,600.00
Heterotrophic Plate Count (HPC)	SM 9215B	6800	\$ 6.00	\$ 40,800.00
EDB/DBCP	EPA 504	480	\$ 46.50	\$ 22,320.00
EDB/DBCP 3 day RUSH (include Rush Charge)	EPA 504	840	\$ 69.75	\$ 58,590.00
VOCs	EPA 524	500	\$ 52.50	\$ 26,250.00
VOC - PCE & TCE Only	EPA 524	20	\$ 46.20	\$ 924.00
VOC - PCE & TCE Only 3 day RUSH (include Rush Charge)	EPA 524	1000	\$ 69.30	\$ 69,300.00
1,2,3-TCP	EPA 524-M	1100	\$ 55.00	\$ 60,500.00
1,2,3-TCP 3 day RUSH (include Rush Charge)	EPA 524-M	1100	\$ 82.50	\$ 90,750.00
Total Trihalomethanes	EPA 524	48	\$ 42.00	\$ 2,016.00
Haloacetic Acid	SM 6251	48	\$ 70.00	\$ 3,360.00
Total Organic Carbon (TOC)	SM 5310B	48	\$ 30.00	\$ 1,440.00
Nitrate (NO3-N)	EPA 300.0	920	\$ 10.60	\$ 9,752.00
Nitrite (NO2-N)	EPA 300.0	1	\$ 10.60	\$ 10.60
Low Level Perchlorate	EPA 332	2000	\$ 40.00	\$ 80,000.00
Low Level Perchlorate 3 Day RUSH (include RUSH charge)	EPA 332	650	\$ 60.00	\$ 39,000.00
Perchlorate (DLR of 4)	EPA 314	10	\$ 47.00	\$ 470.00
Hexavalent Chromium (Cr6)	EPA 218.6	60	\$ 26.25	\$ 1,575.00
Arsenic	EPA 200.7/200.8	25	\$ 10.00	\$ 250.00
Iron & Manganese	EPA 200.7/200.9	105	\$ 18.00	\$ 1,890.00
Lead & Copper	EPA 200.7/200.10	60	\$ 18.00	\$ 1,080.00
School/Child Care Lead Testing	EPA 200.7/200.11	300	\$ 10.00	\$ 3,000.00
pH	SM 4500H+b	4	\$ 10.50	\$ 42.00
General Mineral	Various	180	\$ 85.00	\$ 15,300.00
Inorganic Chemical	Various	180	\$ 84.00	\$ 15,120.00
General Physical (Color, Odor, Turbidity)	Various	620	\$ 12.00	\$ 7,440.00
Total Dissolved Solids (TDS)	SM 2540C	8	\$ 10.50	\$ 84.00
Total Suspended Solids (TSS)	SM 2540D	8	\$ 10.50	\$ 84.00
Pesticides	EPA 505	45	\$ 98.00	\$ 4,410.00
Herbicides	EPA 515	45	\$ 110.00	\$ 4,950.00
Regulated SOC's	EPA 525	55	\$ 140.00	\$ 7,700.00
Atrazine & Simazine only	EPA 525	40	\$ 148.00	\$ 5,920.00
Carbamates	EPA 531	45	\$ 100.00	\$ 4,500.00
Glyphosate	EPA 547	45	\$ 100.00	\$ 4,500.00
Endothall	EPA 548	45	\$ 100.00	\$ 4,500.00
Dioxin	EPA 1613	45	\$ 350.00	\$ 15,750.00
Diquat	EPA 549	45	\$ 175.00	\$ 7,875.00
Asbestos	EPA 100.2	50	\$ 290.00	\$ 14,500.00
Gross Alpha	EPA 900	252	\$ 36.75	\$ 9,261.00
Gross Alpha 5 day RUSH (include Rush Charge)	EPA 900	48	\$ 110.25	\$ 5,292.00
Uranium	EPA 200.8	300	\$ 25.50	\$ 7,650.00
Radium 226	EPA 903	45	\$ 105.00	\$ 4,725.00
Radium 228	EPA Ra-05	45	\$ 157.50	\$ 7,087.50
Acrolein & Acrylonitrile	EPA 624	54	\$ 78.75	\$ 4,252.50
Total Inorganic Nitrogen (TIN)	Various	4	\$ 49.00	\$ 196.00
97-005 list*	Various	8	\$ 4,197.00	\$ 33,576.00

Anions	Various	60	\$ 21.20	\$ 1,272.00
Nitrosamines	EPA 521	55	\$ 262.50	\$ 14,437.50
Microplastics		50	\$ 420.00	\$ 21,000.00
PFAS	EPA 537.1	380	\$ 225.00	\$ 85,500.00
PFAS - Extract Only (Field Blank)	EPA 537.1	50	\$ 75.00	\$ 3,750.00
Dissolved Oxygen	SM 4500 O C	15	\$ 10.50	\$ 157.50
Specific Conductance	SM 2510B	15	\$ 10.50	\$ 157.50
Boron	EPA 200.7	15	\$ 10.50	\$ 157.50
Turbidity only	SM 2130B	8	\$ 10.00	\$ 80.00

*See attached 97-005 list and include pricing for all analyses

Total \$ 882,304.60**UCMR5 (4 quarters 1 entry point)**

Analysis	Method	Qty.	Price	Total
PFAS	EPA 533	4	\$ 350.00	\$ 1,400.00
PFAS	EPA 537.1	4	\$ 300.00	\$ 1,200.00
Lithium	EPA 200.7	4	\$ 60.00	\$ 240.00
			Total	\$ 2,840.00

Turn Around Time (TAT)**Rush Surcharge**

Routine TAT	0	
5 Day Rush	1.25	25%
3 Day Rush	1.5	50%
2 Day Rush	2	100%
1 Day Rush	3	200%
Same Day Rush	4	300%

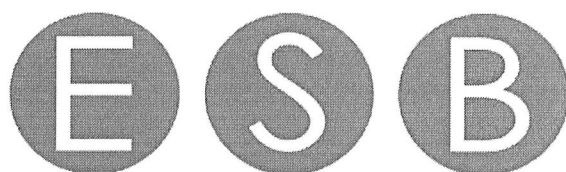
Miscellaneous Fees

Description	Qty	Price	Total
Prelabeled bottles in cooler with icepacks	1	N/C	\$ -
Sample Pick Up	1	N/C	\$ -
Sample Bottle Delivery	1	N/C	\$ -
Babcock Client Online Data Access Training & Tutorial	as needed	N/C	\$ -
Custom On-Site 3-4 hour training Seminars (see Innovation)	2	N/C	\$ -
Per additional grid openings for Asbestos analysis	as needed	\$95.00	
			Total \$ -

Please attach a standard price list for all other analytes

N/C = No additional Charge

Grand Total \$ 885,144.60



BABCOCK Laboratories, Inc.
The Standard of Excellence for Over 100 Years

Price List

6100 Quail Valley Court
Riverside, CA 92507-0704
P 951 653 3351
F 951 653 1662
www.babcocklabs.com

Babcock Laboratories, Inc.
Terms & Conditions

Please note that by doing business with Babcock Laboratories, Inc. you agree to follow and be bound by the Babcock Laboratories, Inc. Terms & Conditions.

Analytical Services

Table of Contents

Sample Matrix	Page
Drinking Waters, Wastewaters & Groundwaters	
Microbiology	4
Inorganics - Single Item List	5
Metals	6
Organic Analysis for Drinking Water	7
CA Title 22, Complete Requirements	8
CA Title 21, Complete Requirements for Bottled Waters	9
Disinfection By-Products and Surrogate Parameters	10
Organic Analyses for Wastewaters	11
Groundwaters/Monitoring Wells	Appendix A
Additional Services	12
Soils, Solids, Oils, Sludges & Hazardous Wastes	
Assorted Analyses, Characteristics and Sample Preparation	13
Inorganic Analysis	
Metals	14
Organic Analysis	
Miscellaneous EPA Methods	15
22 CCR W.E.T.	
Extractions & Analyses	16
40 CFR T.C.L.P.	
Extractions & Analyses	17
Soils	
Fuel Tank Removal	
Miscellaneous & EPA Methods	18

**Drinking Waters, Wastewaters, & Food
Microbiology**

Analysis	Price
Drinking Water	
100 mL 24 Hour Presence/Absence, MMO/MUG (SM 9223B)	\$46.31
100 mL 24 Hour MMO/MUG with enumeration (QuantiTray-2000)	\$52.92
100 mL MTF, LTB/BGB (SM 9221C)	\$58.43
Fecal/ <i>E.coli</i> Confirmation for MTF (SM 9221E&F)	\$58.43
Heterotrophic Plate Count ONLY (SM 9215B)	\$29.77
Wastewaters	
3 Dilution MTF Coliform Test (SM 9221B)	\$58.43
3 Dilution MTF Fecal Test ¹ (SM 9221E)	\$29.77
3 Dilution MTF <i>E.coli</i> Test ¹ (Ambient Water ONLY; SM9221F)	\$29.77
<i>E. coli</i> 24 Hour MMO/MUG with enumeration (QuantiTray-2000; SM9223)	\$69.46
Heterotrophic Plate Count ONLY (SM 9215B)	\$29.77
Fecal Streptococcus & Enterococcus (SM 9230B) Each	EA \$58.43
Enterococcus 24 Hour MUG with enumeration (QuantiTray-2000)	\$58.43
Miscellaneous	
Speciation of Enterobacteriaceae and other gram-negatives	\$92.61
Salmonella (Quantified) ²	\$250.00
Iron Bacteria (Presence/Absence) (IRB-BART) ³	\$92.61
Plate Count on Soils and Sludges (SM 9215B) (Std. Meth. 19 th ed.)	\$69.46
Water Suitability	\$496.13
Inhibitory Residue	\$496.13
Bottled Beverage, Food Product & Environmental Swab Testing⁴	
Indicator Bacteria	
Lactic Acid Bacteria (CMMEF 4 th Edition, Chapter 19.571)	\$29.77
Total Coliform/Generic <i>E. coli</i> (AOAC 991.14) (Petrifilm)	\$46.31
APC/SPC (AOAC 990.12) (Petrifilm)	\$23.15
Yeast & Mold (AOAC 997.02) (Petrifilm)	\$29.77
Pathogen Bacteria	
<i>Listeria</i> (AOAC 999.06) (Elfa by Mini VIDAS) (AOAC 907.01) (PCR) ⁵	\$46.31 ⁵
<i>Salmonella</i> (AOAC 996.08) (Elfa by Mini VIDAS) (AOAC 108.03) (PCR) ⁵	\$58.43 ⁵
<i>E. coli</i> 0157:H7 (AOAC RI 060903) (Elfa by Mini VIDAS) (AOAC 208.01) (PCR) ⁵	\$46.31 ⁵
<i>Staphylococcus aureus</i> (AOAC 2003-07) (Petrifilm)	\$46.31

¹Must be performed in conjunction with coliform test.

²Subcontracted. Price is approximate.

³Iron Related Bacteria - Biological Activity Reaction Tests

⁴ISO 17025:2005 A2LA accredited. Certificate number: 3232.01

⁵Presumptive positive results require confirmation involving additional time and a fee of \$100.00 per test. Extra charges may apply for special sample preparation and swab testing. Contact laboratory for more information.

Drinking Waters & Wastewaters
Inorganic Analyses
Single Item List

Analysis	Price
Alkalinity (Includes: Hydroxide, Carbonate & Bicarbonate)	\$23.15
Boron	\$17.64
Bromate	\$69.46
Bromide	\$69.46
Calcium	\$17.64
Chlorate	\$69.46
Chloride	\$17.64
Chlorite	\$69.46
Color	\$17.64
Cyanide	\$52.92
Fluoride	\$17.64
Hardness (Includes Ca & Mg)	\$35.28
Magnesium	\$17.64
MBAS	\$52.92
Nitrogen	
Ammonium	\$20.95
Nitrate	\$17.64
Nitrite	\$17.64
Kjeldahl	\$58.43
Organic (Kj-N - NH ₄ -N)	\$76.07
Inorganic (NH ₄ +NO ₃ +NO ₂ as N)	\$52.92
Odor	\$17.64
Oil & Grease (EPA 1664)	\$58.43
Oxygen	
Dissolved	\$17.64
BOD (5 day)	\$58.43
cBOD (5 day)	\$58.43
COD	\$35.28
Perchlorate IC/MS(MS)	\$202.86
Perchlorate (IC)	\$63.95
Petroleum Hydrocarbons (EPA 418.1)	\$174.20
pH	\$17.64
Phenols (Colorimetric)	\$46.31
Phenols (low level)	\$63.95
Phosphorous, ortho	\$23.15
Phosphorous, total	\$35.28
Potassium	\$17.64
Residues	
Total	\$23.15
Dissolved	\$23.15
Fixed	\$23.15
Volatile	\$23.15
Settleable Solids	\$23.15
Residue, Suspended	
Total	\$23.15
Volatile	\$29.77
Silica	\$27.00
Sodium	\$17.64
Specific Electrical Conductivity (ECx106)	\$17.64
Specific Gravity	\$29.77
Sulfate	\$17.64
Sulfide	\$17.64
TOC	\$52.92
Turbidity	\$17.64

Drinking Waters & Wastewaters
Inorganic Analyses
Metals

Analysis	EPA Method (ICP)	EPA Method (ICP/MS)	Method (Other)	Price
Aluminum (Al)	200.7	200.8		\$17.64
Antimony (Sb)	200.7	200.8		\$17.64
Arsenic (As)	200.7	200.8		\$17.64
Barium (Ba)	200.7	200.8		\$17.64
Beryllium (Be)	200.7	200.8		\$17.64
Boron (B)	200.7	n/a		\$17.64
Cadmium (Cd)	200.7	200.8		\$17.64
Chromium (Cr)	200.7	200.8		\$17.64
Chromium, Hexavalent (Cr ⁺⁶) (low level)	n/a	n/a	EPA 218.6**	\$104.74
Cobalt (Co)	200.7	200.8		\$17.64
Copper (Cu)	200.7	200.8		\$17.64
Iron (Fe)	200.7	n/a		\$17.64
Lead (Pb)	200.7	200.8		\$17.64
Manganese (Mn)	200.7	200.8		\$17.64
Mercury (Hg)	n/a	200.8	SM 3112B	\$35.28
Molybdenum (Mo)	200.7	200.8		\$17.64
Nickel (Ni)	200.7	200.8		\$17.64
Selenium (Se)	200.7	200.8		\$17.64
Silver (Ag)	200.7	200.8		\$17.64
Thallium (Tl)	200.7	200.8		\$17.64
Tin (Sn)	200.7	n/a		\$17.64
Titanium (Ti)	200.7	n/a		\$17.64
Vanadium (V)	200.7	200.8		\$17.64
Zinc (Zn)	200.7	200.8		\$17.64

**Hexavalent Chromium can be performed by one of two methods: 1) Standard Methods SM 3500CrD with a reporting limit of 10 ppb, or 2) EPA 218.6 with a reporting limit of 1 ppb.

**Drinking Waters
Organic Analyses
EPA Method Groupings**

Analysis	Price
EPA Method 524.2	
Volatile Halocarbons & Aromatics (California CDPH Regulated and Unregulated Compounds)	\$231.53
Total Trihalomethanes	\$87.10
Maximum Potential Trihalomethanes or Formation Potential THMS	\$145.53
Oxygenates only	\$138.92
EPA Method 504.1	
EDB & DBCP	\$99.23
EPA Method 505	
Organochlorine Pesticides & PCB's (California CDPH Regulated and Unregulated Compounds)	\$174.20
EPA Method 515.3	
Chlorinated Herbicides & Pentachlorophenol (California CDPH Regulated and Unregulated Compounds)	\$202.86
EPA Method 525.2	
DEHP, DEHA and Benzo(a)pyrene	\$202.86
Nitrogen & Phosphorus Pesticides	\$174.20
Federal UCMR 3 List	See Page 8
EPA Method 531.1	
N-Methyl Carbamates (California CDPH Regulated and Unregulated Compounds)	\$ 202.86
EPA Method 547	
Glyphosate	202.86
EPA Method 548.1	
Endothall	\$202.86
SM 6251B or EPA 552.3	
Haloacetic Acids	\$138.92
CA DHS SRLB	
1,2,3-Trichloropropane (1,2,3 - TCP)	\$115.76

*Subcontracted. Price is approximate.

Drinking Waters
California Title 22/SDWA
Complete Requirements¹

Analysis	Price
Microbiological (Presence Absence – Coliform)	\$46.31
General Mineral (Includes: Bicarbonate, Carbonate, Hydroxide, Total Alkalinity, Calcium, Chloride, Copper, MBAS, Iron, Potassium, Magnesium, Manganese, pH, Sodium, Sulfate, Specific Conductance, Total Dissolved Solids, Total Hardness and Zinc. Corrosivity [Aggressive and Langelier Index] can be calculated with this package at no additional cost.)	\$254.68
Inorganic Chemical (Includes: Aluminum, Arsenic, Barium, Cadmium, Chromium, Lead, Mercury, Nitrate, Nitrite, Selenium, Silver, Fluoride, Antimony, Beryllium, Nickel, Thallium, Cyanide and Perchlorate ² .)	\$319.73
General Physical	\$35.28
Radiochemistry (Gross Alpha Only)	\$58.43
Uranium	\$52.92
Asbestos	\$324.14
EPA Organic Methods	
524.2 Volatiles	\$231.53
504.1 EDB and DBCP	\$99.23
505 Chlorinated Pesticides & PCB's as DCP	\$174.20
515.3 Chlorinated Acid Herbicides	\$202.86
525.2 DEHP, DEHA, Benzo(a)Pyrene	\$202.86
525.2 Nitrogen & Phosphorus Pesticides	\$174.20
531.1 Carbamates	\$202.86
547 Glyphosate	\$202.86
548.1 Endothall	\$202.86
549.1 Diquat	\$174.20
1613 Dioxin (2,3,7,8 TCDD)	\$637.25

¹ Note: Individual requirements vary according to vulnerability.

² Note: Includes Perchlorate by EPA 314.0

*Subcontracted. Price is approximate.

Drinking Waters
California Title 21/CDPH Food & Drug Branch
Complete Requirements¹

Analysis	Price
Group I Physical (Includes: Color, Odor, Turbidity and Total Dissolved Solids)	\$58.43
Group II Chemical Substance 1 (Includes: Aluminum, Antimony, Arsenic, Barium, Beryllium, Cadmium, Chloride, Chromium, Copper, Cyanide, Fluoride, Iron, Lead, Manganese, Mercury, Nickel, Nitrate-N, Nitrite-N, Phenols, Selenium, Silver, Sulfate, Thallium and Zinc)	\$469.67
Group III Chemical Substance 2 (Includes: EPA Method 524.2 for VOCs)	\$231.53
Group IV Chemical Substance 3 (Includes: Non-Volatile SOCs listed below)	
504.1 EDB and DBCP	\$99.23
505 Chlorinated Pesticides & PCB's as DCP	\$174.20
515.3 Chlorinated Acid Herbicides	\$202.86
525.2 DEHP, DEHA, Benzo(a)Pyrene	\$202.86
525.2 Nitrogen & Phosphorus Pesticides	\$174.20
531.1 Carbamates	\$202.86
547 Glyphosate	\$202.86
548.1 Endothall	\$202.86
549.1 Diquat	\$174.20
1613 Dioxin (2,3,7,8 TCDD)	\$637.25
Group V Radioactivity² (Includes: Gross Alpha and Beta particle activity and Radium 228)	\$424.46
Group VI Bacteriological (Presence Absence - Coliform)	\$46.31
Group VII Disinfection Byproducts and Residual Disinfectants³ (Includes: Bromate, Chlorite, HAAs, Chloramine, Chlorine, Chlorine Dioxide)	\$348.40

¹ Note: Individual requirements vary according to vulnerability (see CDPH website).

² If gross alpha is <5pCi/L, Radium 226 does not have to be analyzed. Determine only Radium 228. If gross alpha is <15pCi/L, uranium does not have to be analyzed. If these tests are required additional costs will apply.

³ Residual disinfectants and DBP's: (1) Source Water – Firms that do not use a public water system as the source of their water and whose source water has not been treated with a chlorine-based disinfectant or ozone, do not have to test their source water for residual disinfectants and DBP's. Firms that do not use a public water system as the source of their water but whose source water has been treated with a chlorine-based disinfectant or ozone, must test their source water for the residual disinfectants and the DBP's. (2) Product water (Bottled Water) – Test annually for residual disinfectants and DBP's.

*Subcontracted. Price is approximate.

Drinking Waters
Disinfection By-Products and Surrogate Parameters

Analysis	Method	Price
UV254	SM 5910	\$58.43
Total Organic Carbon	SM 5310B	\$52.92
Total Organic Halogen	SM 5320B	\$135.00
Inorganic DBPs:	EPA 300.1	\$277.84
Chlorite		
Bromate		
Chlorate		
Bromide		
Haloacetic Acids:	SM 6251B	\$138.92
Monochloroacetic Acid		
Monobromoacetic Acid		
Dichloroacetic Acid		
Trichloroacetic Acid		
Bromochloroacetic Acid		
Dibromoacetic Acid		
Trihalomethanes:	EPA 524.2	\$87.10
Chloroform		
Bromodichloromethane		
Dibromochloromethane		
Bromoform		

*Subcontracted. Price is approximate.

**Wastewaters
Organic Analyses
EPA Method Groupings**

Analysis	Price
<u>Volatiles</u>	
EPA Method 624	\$261.29
<u>Semi-Volatiles</u>	
EPA Method 625	\$434.39
Base Neutral & Acid Extractables (2,3,7,8-TCDD Screening is included when requested)	
<u>Pesticides and Herbicides</u>	
EPA Method 608	\$231.53
Pesticides and PCB's	
EPA Method 515.3	\$202.86
Chlorophenoxy Herbicides (Includes EPA Method 615 and 1658 compounds)	
EPA Method 8270	\$202.86
Organophosphorus Pesticides (Includes EPA Method 614, 622, and 1657 compounds)	

Note: Modifications used when appropriate, e.g., use of capillary columns and alternate detectors.

Additional Services

Sampling Services	Price
Composite Sampling*	
Sampler Rental (per 24 hour period)	\$60.00
Flow Meter (per 24 hour period)	\$60.00
Hourly Sampling Charge	\$100.00
Minimum charge is \$200.00 (2 hours)	
Distribution System and New Construction samples will be charged a minimum rate of 4 hours plus travel and sampling time.	
*Please note: Sampling equipment is <u>not</u> available as a separate rental.	
Groundwater Monitoring	
Submersible 2" Grundfos Pump, 100'	\$35.00 /hr.
120 V Generator (gasoline; recoil) (w/o fuel)	\$30.00 /hr.
240 V Generator (gasoline; electric start) (w/o fuel)	\$30.00 /hr.
Electronic Depth Sounder	\$20.00 /hr.
On-Site Testing	
Chlorine Residual (per sample)	\$17.64
Electrical Conductivity, pH, & Temperature (per location)	\$35.28
Field Filtration & Preservation (per sample)	\$25.00
Shipping (per package, normal ground 3-5 day)	\$27.56
Archive Retrieval	\$84.00 /hr.
Custom Electronic Deliverables	Call for Quote
Sample Disposal (for samples requiring special disposal, i.e. hazardous)	\$175.00 /sample
Sample Storage (for samples requiring storage for more than 6 weeks)	\$25.00 /month

Soils, Solids, Oils, Sludges & Hazardous Wastes
Assorted Analyses
Characteristics & Sample Preparation

Analysis	Method	Price
Characteristics		
Ignitability, Flash Point	EPA 1010	\$87.10
Free Liquids Test	EPA 9095/1311	\$17.64
pH	EPA 9040/9045	\$17.64
Specific Conductance (liquids only)	EPA 9050	\$17.64
Organic Matter (OM) - Solids	Loss on Ignition	\$29.77
	Dichromate Reduction	\$46.31
Total Organic Carbon (TOC)	Combustion/IR	\$52.92
Total Organic Carbon (TOC) – Groundwater	EPA 9060/SM 5310B	\$52.92
Water Content (solids)	Gravimetric	\$23.15
Soil Corrosion (pH, Redox, Sat. Res., Sulfide)		\$92.61
Sample Preparation (Extracts, Digestions & Clean Up)		
Total Acid Digest or Dry Ash (metals)	EPA 3000 series	\$23.15
W.E.T. (citrate)	22 CCR 66261.24	\$760.70
W.E.T. (water for Cr ⁺⁶)	22 CCR 66261.24	\$76.07
TCLP (non-volatiles)	EPA 1311	\$58.43
TCLP (volatiles-ZHE)	EPA 1311	\$115.76
Organic Extraction & Clean-up	EPA 3500 & 3600	included in analysis
Water Extract	1:10 Ratio	\$23.15
Inorganic Non-Metals & Bacteriology		
Anions (Cl, NO ₃ , SO ₄)	EPA 9056/300.0	17.64 ea.
Coliform, Total	SM 9221B	\$58.43
Coliform, Fecal (in addition Total Coliform)	SM 9221E	\$29.77
Cyanide, Total	EPA 9012A	\$52.92
Cyanide, Amenable to chlorination	EPA 9012A	\$63.95
Fluoride, Total	EPA 340.2/9214	\$63.95
Perchlorate (soils only)	EPA 9058	\$115.76
Perchlorate by IC/MS(MS)	EPA 6860	\$202.86

Soils, Solids, Oils, Sludges & Hazardous Wastes
Inorganic Analyses
Metals

Analysis	EPA Method (ICP)	EPA Method (ICPMS)	EPA Method (Other)	Price
Metals				
Aluminum (Al)	6010	6020		\$17.64
Antimony (Sb)	6010	6020		\$17.64
Arsenic (As)	6010	6020		\$17.64
Barium (Ba)	6010	6020		\$17.64
Beryllium (Be)	6010	6020		\$17.64
Boron (B)	6010	n/a		\$17.64
Cadmium (Cd)	6010	6020		\$17.64
Chromium (Cr)	6010	6020		\$17.64
Chromium, hexavalent (Cr ⁺⁶)	n/a	n/a	7199	\$104.74
Chromium, hexavalent (Cr ⁺⁶)	n/a	n/a	7196	\$99.23
Cobalt (Co)	6010	6020		\$17.64
Copper (Cu)	6010	6020		\$17.64
Iron (Fe)	6010	n/a		\$17.64
Lead (Pb)	6010	6020		\$17.64
Manganese (Mn)	6010	6020		\$17.64
Mercury (Hg)	n/a	6020	7470/7471	\$35.25
Molybdenum (Mo)	6010	6020		\$17.64
Nickel (Ni)	6010	6020		\$17.64
Selenium (Se)	6010	6020		\$17.64
Silver (Ag)	6010	6020		\$17.64
Thallium (Tl)	6010	6020		\$17.64
Tin (Sn)	6010	6020		\$17.64
Vanadium (V)	6010	6020		\$17.64
Zinc (Zn)	6010	6020		\$17.64

Soils, Solids, Oils, Sludges, & Hazardous Wastes
Organic Analyses
Miscellaneous EPA Methods

Analysis	Method	Price
General Organics		
Oil & Grease, Total Recoverable	EPA 9070/9071	\$58.43
Phenolics, total	EPA 9066	\$46.31
TOC		(See Page 11)
Chromatographic Organics		
EDB and DBCP	EPA 8011	\$99.23
Volatile Organics (GC/MS)	EPA 8260	\$261.29
Volatile Organics <i>listed in</i> EPA Methods: 8015, 8030 and 8031	EPA 8260	See Appendix B
Volatile Organics (Oxygenates only)	EPA 8260	\$138.92
Semi-Volatile Organics	EPA 8270	434.39*
Semi-Volatile Organics <i>listed in</i> EPA 8000 series methods	EPA 8270	See Appendix B
Pesticides & Arochlors		
Organochlorine (PCB's <i>not</i> included)	EPA 8081	\$115.76
Polychlorinated Biphenyls (PCB's)	EPA 8082	\$115.76
Organochlorine Pesticides plus PCB's	EPA 8081 & 8082	\$231.20
Organophosphorus Pesticides	EPA 8141/8270	\$202.86
Chlorophenoxy Herbicides	EPA 8151	\$202.86

Note: All prices include secondary column or GC/MS confirmation, when required.
Travel blanks & field equipment blanks are charged as samples.

*Target analyte list to be supplied by client. \$375.00 price is for EPA priority pollutant list (not including 2, 3, 7, 8 -TCDD, chlorinated Pesticides & PCB's).

Soils, Solids, Oils, Sludges & Hazardous Wastes
22 CCR W.E.T.
Extractions & Analyses

Analysis	Price	
Non-Volatiles Extraction (Water)	\$46.31	
Hexavalent Chromium (Cr ⁺⁶)	\$27.00	
Non-Volatiles Extraction (Citrate)	\$46.31	
Metals:	\$317.52	
Antimony	Cobalt	Selenium
Arsenic	Copper	Silver
Barium	Lead	Thallium
Beryllium	Mercury	Vanadium
Cadmium	Molybdenum	Zinc
Chromium	Nickel	
EPA Method 8081/8082	\$231.20	
Aldrin	DDT	Methoxychlor
Chlordane	Dieldrin	PCB's
DDD	Endrin	Toxaphene
DDE	Heptachlor	
EPA Method 8151	\$202.86	
2,4-D and Silvex (2,4,5, TP)		
EPA Method 8270	\$231.53	
Kepone, Mirex, Pentachlorophenol & 2, 3, 7, 8-TCDD (Dioxin Scan per EPA 625)		
EPA Method 8260	\$115.76	
TCE		
EPA Method 9214	\$63.95	
Fluoride		
TOTAL CCR W.E.T. Analysis	\$1,282.44	
(Excluding Asbestos & Dioxin Confirmation)		
Asbestos & 2,3,7,8-TCDD (Dioxin Confirmation by EPA Method 8280)	Upon Request	
Samples are sent to a DHS approved laboratory.		

Soils, Solids, Oils, Sludges & Hazardous Wastes
40 CFR T.C.L.P.
Extractions & Analyses

Analysis	Price
Non-Volatiles Extraction	\$58.43
Metals:	\$158.76
Arsenic	
Chromium	
Selenium	
Barium	
Lead	
Silver	
Cadmium	
Mercury	
EPA Method 8081	\$115.76
Chlordane	
Heptachlor	
EpoxideMethoxychlor	
Endrin	
Lindane	
Toxaphene	
Heptachlor	
EPA Method 8151	\$202.86
2,4-D and Silvex	
EPA Method 8270	\$434.39
p, m & o-Cresols	
Hexachloroethane	
Pyridine	
2, 4-Dinitrotoluene	
Nitrobenzene	
2, 4, 5-Trichlorophenol	
Hexachlorobenzene	
Pentachlorophenol	
2, 4, 6-Trichlorophenol	
Hexachloro-1, 3-Butadiene	
Volatiles Extraction (ZHE) Zero Headspace	\$115.76
EPA Method 8260	\$261.29
Benzene	
1, 4-Dichlorobenzene	
PCE	
Carbon Tetrachloride	
1, 2-Dichloroethane	
TCE	
Chlorobenzene	
1, 1-Dichloroethylene	
Vinyl Chloride	
Chloroform	
MEK	
TOTAL T.C.L.P. Analysis	\$1,347.25

**Soils
Fuel Tank Removal
Miscellaneous & EPA Methods**

Analysis	Method	Price
Total Petroleum Hydrocarbons (TPH)		
Total Recoverable Petroleum Hydrocarbons	Spectrophotometric	\$174.20
Total Volatile Hydrocarbons (EPA 8015)		
Gasoline Range Organics (GRO) only	GC/FID	\$69.46
Total Semi-Volatile Hydrocarbons (EPA 8015)		
Diesel Range Organics (DRO) only	GC/FID	\$69.46
EPA Method 8260		
Benzene, Toluene, Xylenes & Ethylbenzene (B-T-X-E and MTBE)	GC/MS	\$138.92
Total Lead (Pb)	Acid Digest/ICP-MS	\$40.79
Extractable Lead (Pb)/22 CCR §66261 (Appendix II)	W.E.T./ICP-MS	\$63.95

EXHIBIT "C"

KEY PERSONNEL

FEE SCHEDULE

Fee Schedule (Exhibit "C") and Babcock Price List submitted as a separate attachment in PlanetBids.

Company Personnel

Babcock Laboratories, Inc. staff is among the most knowledgeable and experienced in the industry. We employ 93 professionals with numerous years of experience (see Table A).

Table A: Key Personnel

Team Member	Role	Years of Experience	Years of UCMR* Experience
Tiffany Gomez	Chief Executive Officer	19	6
Allison Mackenzie	Interim Technical Director	43	21
Caroline Sangari	Laboratory Director	21	12
Urvashi Patel	Director of Client Experience	24	10
Cathy Iijima	Client Relations Manager	36	21
Omar Sosa	Field Department Supervisor	10	10
Kayelani Marshall	Project Manager	12	10
Stacey Fry	Quality Assurance Manager	27	21
Julia Sudds	Inorganics Department Manager	28	11
Valerie Sierzchula	Organics Department Manager	29	6
Kat Beall	Microbiology Department Manager	5	4
<i>*The first round of the UCMR program (UCMR1) began in 2001.</i>			

We are proud to recruit and retain seasoned senior staff with decades of experience in the industry, while also cultivating young talent with the drive and ambition to be tomorrow's

laboratory leaders. Our new staff learns from veteran mentors while applying their knowledge and skills to the rapidly changing technology and instrumentation utilized within our business.

A number of key personnel will be called upon to ensure successful performance of all environmental laboratory services included in this contract. Provided below are brief résumés of the Babcock Laboratories personnel who will be involved in the delivery of the services requested. These brief résumés include a description of individual education and experience, in addition to contact information. Unabridged résumés of all key personnel are available upon request.

CUSTOMER SERVICE

Director of Client Experience – Urvashi Patel

Ms. Urvashi Patel holds a B.A. degree of Chemistry from the California State University, Fullerton. She has 20 years of laboratory experience, including time spent in the roles of Bench and Senior Chemist, Department Manager, Project Manager, and Client Service Manager prior to joining the Babcock Team. Her experience managing client services personnel enables Babcock Labs to maintain focus on technical excellence on a daily basis. As Director of Client Experience, Ms. Patel, is responsible for the client services and business development teams. In client services, she leads the Babcock team of Project Managers and their assistants. The project management and business development team's goals are to provide clients with relationship-focused service to deliver reliable results of known and documented quality. Ms. Patel promotes teamwork and group cohesion to maximize efficiency, meticulously developing and maintaining new initiatives, and continuously striving to achieve excellent client experience and services.

Contact: Urvashi Patel, Director of Client Experience

Phone: 951-653-3351 x153

Email: upatel@babcocklabs.com

Client Relations Manager – Cathy Iijima

Ms. Cathy Iijima holds a B.A. from the University of California, Riverside (UCR) and has over 35 years of experience in the environmental laboratory business working for Babcock Labs. Ms. Iijima oversees and assists in project coordination, develops and maintains functions of CRM and LIMS databases, and coordinates with field staff to set up sampling schedules. Ms. Iijima participates in Business Development, assisting staff with price quotations, marketing materials, as well as coordinating client training programs, such as Babcock Labs' UCMR 5 and Drinking Water Workshops. She is well versed in customer service and works with the Project Management team to successfully implement a variety of client projects.

Contact: Cathy Iijima, Client Relations Manager

Phone: 951-653-3351 x135

Email: ciiijima@babcocklabs.com

Field Department Manager – Omar Sosa

Mr. Omar Sosa began working for Babcock Labs in 2012. He has received detailed training from seasoned environmental field technician veterans with Water Distribution Operator and Water Treatment Operator training in the protocols of sampling, preservation, hold-times, maintenance of chain of custody records, and the proper documentation of the sample collection process. He adheres to all safety and sampling SOPs, which are informed by AWWA, State, and Federal regulatory requirements. He also performs various analytical tests in the field such as chlorine residual, pH, and temperature.

As Field Department Manager, Mr. Omar oversees Babcock Labs' in-house department of field technicians. He is responsible for coordinating sampling schedules and ensuring prompt and satisfactory client service.

Contact: Omar Sosa, Field Department Supervisor

Phone: 951-653-3351 x244

Email: ososa@babcocklabs.com

Project Manager – Kayelani Marshall

Ms. Kayelani holds an A.A. degree from Chaffey Community College. She has eight years of experience in the environmental laboratory business working for Babcock Labs, all of which have been spent in a customer service role. Ms. has specific expertise in sample receiving and project management. As a Project Manager, Ms. is responsible for overall project performance. She will serve as the primary contact to the City, coordinating all aspects of service, including project specific requirements, field and courier services, reporting, sample analyses, and questions or other customer service needs. Ms. Marshall has been serving as Project Manager for the City of Riverside Public Utilities account since 2018.

Contact: Kayelani Marshall, Project Manager

Phone: 951-653-3351 x163

Email: kmarshall@babcocklabs.com

LABORATORY MANAGEMENT

Laboratory Director – Caroline Sangari

Ms. Caroline Sangari holds a B.S. degree from the University of Nevada, Las Vegas (UNLV). She has 17 years of laboratory experience, including time spent in the roles of customer service manager, lab manager, chemist, microbiologist, project manager, and analyst. Her experience managing client services personnel enables Babcock Labs to maintain focus on technical excellence on a daily basis. As the , Ms. Sangari provides strategic direction and guidance to corporate executive management and is responsible for the promotion of a culture of quality, customer service, and timely delivery of laboratory services. Ms. Sangari is particularly focused on operational efficiencies, equipment investment, and quality improvements that enhance the laboratory's services to its customers.

Contact: Caroline Sangari, Laboratory Director
Phone: 951-653-3351 x159
Email: csangari@babcocklabs.com

Quality Assurance Manager – Stacey Fry

Ms. Stacey Fry received her B.S. from the University of California, Riverside (UCR). Ms. Fry has 23 years of experience in quality assurance/quality control, laboratory accreditation, ISO17025 Standards, conformity assessment, operations management, client project deliverables, and analytical methods. Her duties include overseeing the lab's Quality Assurance program including the Quality Systems and Management Systems, maintaining NELAP, ELAP and ISO 17025 certification and other certifications. She is an active member of the National Environmental Laboratory Accreditation Council (NELAC) Institute and serves on several subcommittees, including the Performance Testing Board Sub-committee and the NELAC Institute Quality Manual Template Committee.

As Quality Assurance Manager, Ms. Fry is responsible for maintaining the organization's Ethics and Data Integrity Program and providing Ethics training for all staff. She is also responsible for ensuring adherence to all company policies and procedures regarding QA document control, personnel training, corrective action, SOPs, internal audits, client complaints or inquiries, and performance testing. Additionally, Ms. Fry is responsible for overseeing new hire training of all staff.

Contact: Stacey Fry, QA Manager
Phone: 951-653-3351 x238
Email: sfry@babcocklabs.com

Inorganics Department Manager – Julia Sudds

Ms. Julia Sudds holds a B.A. degree from California State University, San Bernardino (CSUSB). She has 24 years of experience in laboratory operations supervision, quality assurance/quality control management, ISO 17025 Standards, internal/external audit and root cause analysis, employee development, and analytical methods. As the Inorganics Department Manager, Ms. Sudds is responsible for overseeing the daily operations of the Department, which consists of wet chemistry, ion chromatography, and metals chemistry.

Contact: Julia Sudds, Inorganics Department Manager
Phone: 951-653-3351 x229
Email: jsudds@babcocklabs.com

Organics Department Manager – Valerie Sierzchula

Ms. Valerie Sierzchula holds a B.A. from California State University, Fullerton (CSUF). Ms. Sierzchula has 25 years of laboratory experience in operations management with an emphasis in volatile and semi-volatile organics analyses. Her skills include client data deliverables, quality control, and methods for the determination of trace organic constituents. As Organics

Department Manager, Ms. Sierzchula is responsible for overseeing the daily operations of the Organics Department, which consist of semi-volatile and volatile organics analyses.

Contact: Valerie Sierzchula, Organics Department Manager

Phone: 951-653-3351 x241

Email: vsierzchula@babcocklabs.com

Microbiology Department Manager – Katherine Beall

Ms. Beall holds a B.A. in Biology from the State University of New York, Buffalo. Ms. Beall joined Babcock Laboratories, Inc. in January 2017. She was promoted to the position of Lead Microbiology Analyst II in 2019 and Assistant Manager for the department in 2020. Ms. Beall now serves as the Microbiology Laboratory and Technical Manager.

Ms. Beall is responsible for the oversight and management of microbiology laboratories and staff in two locations, Riverside and El Centro, including the supervision of six analysts.

Ms. Beall played an integral role in the establishment of Babcock's first satellite laboratory in El Centro in the Imperial Valley. She is experienced in quality systems and adherence to rigorous laboratory standards under TNI-NELAP, CAELAP, and ISO 17025, serving as the lead department representative during on-site audits. Ms. Beall is responsible for following all Babcock quality systems including the maintenance of quality control for media preparations, instrumentation, and Standard Operating Procedures. Ms. Beall oversees all contact with State and county health departments, municipalities, local water companies, and private customers with regards bacteriological monitoring and the reporting of time-sensitive bacteriological results.

Contact: Katherine Beall, Microbiology Department Manager

Phone: 951-653-3351 x243

Email: kbeall@babcocklabs.com

CORPORATE OFFICERS

Chief Executive Officer – Tiffany Gomez

Ms. Gomez joined Babcock Laboratories, Inc. as Chief Financial Officer (CFO) in May 2014 and has over a decade of experience in business management, strategic planning, human resources, risk management, safety, finance, and accounting. She holds a Master of Science in Accountancy from Texas A&M University Commerce, and a Bachelor of Arts in Psychology from the University of California, Irvine. In January 2021, Ms. Gomez was promoted to Chief Executive Officer (CEO), adding to the responsibilities of President, which she assumed in July 2020. As President and CEO, she is the corporate officer responsible for translating the Company's vision and strategy into action. Ms. Gomez also serves on the Board of Directors. She provides leadership and knowledge critical to the success of Babcock Labs as an employee-owned company, motivating and training staff to understand the importance of their contribution and to "think like owners."

Contact: Tiffany Gomez, President & CEO
Phone: 951-653-3351 x134
Email: tgomez@babcocklabs.com

Executive Vice President & Interim Technical Director – Allison Mackenzie

Ms. Allison Mackenzie holds a B.A. from the University of California, Riverside (UCR). has over 40 years of experience in the environmental laboratory business, including 13 years as CEO, 23 years as Vice President and General Manager, and 8 years in analytical method development for both inorganic and organic determinations in drinking water and wastewater. She is an advocate for high ethical standards and quality in the testing industry and served as a member on the Environmental Laboratory Technical Advisory Committee (ELTAC) to the California State Water Boards' Environmental Laboratory Accreditation Program (CA ELAP) from 2016 until 2019.

As Interim Laboratory Director, Mr. Mackenzie is responsible for overseeing all laboratory operations, as well as for the promotion of a culture of quality, customer service, and timely delivery of laboratory services. She is particularly focused on operational efficiencies, equipment investment, and quality improvements that enhance the services Babcock Labs provides its clients.

Contact: Allison Mackenzie, Executive VP & Interim Technical Director
Phone: 951-653-3351 x130
Email: amackenzie@babcocklabs.com

SUBCONTRACTOR INFORMATION

Proposed Subcontract Laboratory	Proposed Analyses for Subcontract	Working Relationship
Energy Laboratories	Gross Alpha, Radium 226, Radium 228, Radon	5 years
EMSL Analytical	Asbestos, Microplastics	25+ years
North Coast Laboratories	Diquat	25+ years
Vista Analytical	Dioxin	1 year
Weck Laboratories	Nitrosamines, Explosives, Ethylene Glycol, Formaldehyde, Oxyhalides	20+ years
GEL Laboratories	95-007 Radiological, Metals	5 years

Certifications and fields of testing (FOTs) for each subcontractor are located in Appendix F.