CONTRACT INFORMATION SHEET

DATE: April 29, 2016

Contract No.:	P-16-180-C	>	Vendo	or Number:	0000279646						
Contract Title:	Utility Cost Services	Utility Cost Reduction Services		/Address:	Utility Cost Management, LLC 1100 W. Shaw Ave Suite 126						
	Publication of the state of the				Fresno, CA 93704						
Contract Period:	04/29/16	- 04/28/19	Repre	sentative:	Scott Predmore						
Using Agencies:	ITSD - Fin	e Street	Phone	No.:	559.261.9230						
			Email	:	utilitycostmanagement.com						
Terms:	Net 45										
Total Contract An	nt.: \$7,500.00										
Buyer Name:	S.W. Kirby										
Requisition No:	8905160683		Org:	8905							
			Super	sedes:							
X NEW	F	RENEWAL	A	DJUSTMENT							
TICK DATE		REF	ERENCE (RFQ								
DESCRIPTION: Vendor to provide analysis of County's gas and electricity billing data and tariffs, provide utility cost reduction recommendations and assist in implementing selected cost reduction programs.											
SPECIAL INSTRUCTIONS:											
DISTRIBUTION:		Completed By:	Date:		Completed By: Date						
DEPARTMENT: ITSE)										
REQUISITIONER: Vinc	e Montgomery				water while the control of the contr						
- Appliation											

Rev 1/2/15

AGREEMENT TO PROVIDE UTILITY COST REDUCTION SERVICES

This agreement (the "Agreement") is made by and between Utility Cost Management LLC ("UCM") and the County of Fresno ("Client"), as follows:

Services to be Provided by UCM.

UCM will perform utility cost reduction services for Client, in connection with Client's electricity and natural gas accounts ("Utility Accounts"). The utility cost reduction services provided by UCM generally will consist of identifying, presenting, facilitating implementation, and reporting the results of projects that involve energy efficiency, conservation, renewable energy generation, or other measures that reduce utility consumption and/or utilize utility provider tariff provisions to achieve cost reductions for Client ("Utility Cost Reduction Projects"). These services are referred to as Utility Bill Auditing Services, Project Identification Services, Project Presentation Services, Implementation Services, and Reporting Services.

A. Utility Bill Auditing Services

UCM is hereby authorized to obtain and review information relating to Client's electricity and natural gas accounts ("Utility Accounts"). UCM will analyze historical billing data and use its best efforts to identify the basis for any refunds, credits or Future Savings (as defined below) on Client's Utility Accounts. Within 90 days of the Effective Date (as defined below), UCM will send a "Findings Letter" to Client that generally sets forth the basis for any refunds, credits or Future Savings identified by UCM. UCM may, from time to time as new information becomes available, supplement or amend the Findings Letter. UCM is authorized by Client to take steps to obtain the refunds, credits or Future Savings identified in the Findings Letter. Such steps may include, but are not limited to, communicating, negotiating and dealing with utility providers, and, if necessary, seeking relief from the California Public Utilities Commission in a complaint proceeding or other proceeding.

B. Project Identification Services

1. Analysis of Utility Billing Data and Tariffs

UCM will obtain and review detailed billing data for Client's Utility Accounts to determine which accounts and locations offer potential for cost-effective Utility Cost Reduction Projects. UCM's review may include analysis of historical consumption data and, when available, "interval data" that provides energy consumption in 15-minute, hourly, or daily increments. UCM also may evaluate applicable utility provider tariffs and rate schedules to determine if billing changes can augment the benefits of efforts to reduce or alter Client's consumption of utility services.

2. Fact-Finding and Research

UCM will obtain information on the facilities served at various Client locations and the way utility services are being utilized. If necessary and with Client's permission, UCM will perform site visits to selected Client locations to gather additional information. UCM will have preliminary discussions and meetings with utility providers, vendors and Client to further evaluate potential Utility Cost Reduction Projects.

3. Financial Modeling

Based on the information gathered, UCM will prepare analyses that will quantify potential financial outcomes under different scenarios over the expected life of the project.

C. Project Presentation Services

UCM will present to Client information and analyses on cost-effective utility cost reduction projects, and will collaborate with Client to determine which projects to pursue (hereinafter "Project Presentation Services").

1. Recommendation of Utility Cost Reduction Projects

UCM will identify in writing Utility Cost Reduction Projects that offer attractive returns on investment and/or otherwise achieve Client's objectives. This written document will be referred to as the "Utility Cost Reduction Project List". The Utility Cost Reduction Project List primarily will be based on the results of UCM's financial modeling, but will also take into account Client's stated priorities and objectives. The date that UCM initially presents the Utility Cost Reduction Project List to Client will be referred to as the "Project List Presentation Date".

2. Further Project Evaluation and Adjustment

Based on Client's response to the Utility Cost Reduction Project List, UCM will perform additional services to further assist Client in evaluating opportunities. Such services may include responding to specific Client inquiries or concerns, consulting with vendors to refine project terms, confirming availability of financing, working with utility providers on rate, regulatory, or rebate issues, and meeting with Client staff and/or Client Board Members as necessary. As a result of this work, it is possible that the Utility Cost Reduction Project List that UCM presented to Client on the Project List Presentation Date may be revised or updated.

D. Implementation Services

Client will notify UCM in writing of those projects from the Utility Cost Reduction Project List that it wishes to pursue. These projects will be referred to as "Approved Utility Cost Reduction Projects". UCM will assist Client with the implementation of the Approved Utility Cost Reduction Projects by providing various Implementation Services, as described below.

1. Vendor-Related Implementation Services

At Client's direction, UCM will identify vendors for Client's consideration to implement Approved Utility Cost Reduction Projects, provide final project specifications to vendors, and solicit and evaluate vendor proposals. If Client determines that a "Request for Proposal" (RFP) must be issued in connection with the Approved Utility Cost Reduction Projects, then UCM will assist Client in developing and administering the RFP.

2. Utility Provider Implementation Services

UCM will work with Client's utility providers as necessary to ensure the successful implementation of Approved Utility Cost Reduction Projects. Such services may include implementing rate changes or programs that will reduce ongoing utility charges, applying for rebates, incentives, or other discounts that will defray initial project costs, and obtaining utility approval as necessary for any changes in service.

3. Financing Implementation Services

If Client elects to finance any Approved Utility Cost Reduction Projects, then at Client's direction UCM may work to assist Client in securing such financing. This work may include applying for utility or government programs offering preferred interest rates and terms, or seeking private funding at desirable rates and terms.

4. Coordination Implementation Services

If necessary and at Client's direction, UCM will assist with coordinating project implementation tasks among utility personnel, vendors, and Client, and will provide progress reports to Client.

E. Reporting Services

Once any Approved Utility Cost Reduction Project is complete, UCM will provide the following services (designated "Reporting Services"):

1. Quantification of Project Results

UCM will obtain detailed usage and billing data to quantify the savings realized by Client. The precision of UCM's calculations, and the method used to determine the savings, will be selected by UCM and approved by Client subject to the type, size, and available data for the Utility Cost Reduction Project being analyzed.

2. Reporting to Client

For the first year after a Utility Cost Reduction Project is completed, UCM will provide periodic information to Client on the project results. These reports may be provided quarterly, bi-annually, or annually, depending on Client's preferred frequency.

II. Client's Duties

Client will cooperate, as reasonable, with UCM's requests to provide any information, documents, authorizations, consents or agreements necessary or convenient for UCM to carry out the services contemplated by this Agreement.

III. UCM's Compensation

A. Utility Bill Auditing Fees

Client will pay to UCM a one-time Utility Bill Auditing Fee of \$7,500 upon receipt of the Findings Letter. In addition, if Client receives a refund or credit that was identified in the Findings Letter, then Client will pay to UCM 40% of the amount refunded or credited. If Client obtains Future Savings that were identified in the Findings Letter, then Client will pay UCM 40% of such Future Savings that accrue during a Three-Year Savings Period. "Future Savings" is the amount by which Client's charges on its Utility Accounts are reduced as a result of a change in the billing rate, calculation, method or procedure. Future Savings will be calculated as the difference between the amount Client was billed on its Utility Accounts during the Three-Year Savings Period, and the amount that it would have been billed on its Utility Accounts during the Three-Year Savings Period if there had been no change in its billing rate, calculation, method or procedure. The Three-Year Savings Period begins on the date that the change in the billing rate, calculation, method or procedure is first reflected on Client's utility bill, and ends three years thereafter. UCM will submit invoices periodically to Client for payment based on the Future Savings as they accrue.

B. Project-Related Fees

For any Approved Utility Cost Reduction Projects, Client will pay to UCM 12% of the project cost, excluding rebates, incentives, or other discounts offered by utility providers, manufacturers, government entities, or regulatory bodies. These fees will be designated as "Project-Related Fees".

40% of the Project-Related Fees will be owed to UCM once Client has executed an agreement with a vendor or other party to implement an Approved Utility Cost Reduction Project, or when work has otherwise started on an Approved Utility Cost Reduction Project. 50% of the Project-Related Fees will be owed to UCM once an Approved Utility Cost Reduction Project has been completed. 10% of the Project-Related Fees will be owed to UCM once UCM has completed the Reporting Services described in Section 1.D for the first year after an Approved Utility Cost Reduction Project has been in place.

C. Payments

UCM will submit invoices to Client as Utility Bill Auditing Fees and Project-Related Fees are due. Payment of UCM's invoices are due within 45 days of the date that UCM's invoices are received by Client.

D. Discounts, Referral Fees and Other Incentives from Vendors

UCM anticipates that vendors may offer discounts, referral fees, and other financial incentives in hopes of securing contracts to complete Utility Cost Reduction Projects. Vendors can justify these incentives because (1) they recognize that UCM works with hundreds of utility customers throughout California and potentially is an excellent source of new business, and (2) UCM's work analyzing the projects and presenting them to Client simplifies their sales process. UCM will encourage vendors to offer these financial incentives, but UCM will not accept payments of any kind from vendors or contractors. Instead, UCM will insist that the incentives are used to reduce the cost of the Utility Cost Reduction Projects for Client.

IV. Termination of the Agreement

Either party may, for any reason, terminate this Agreement by providing written notice of the termination to the other party. Termination of the Agreement will occur 30 days after such notice is received by the other party.

If UCM terminates the Agreement, then UCM will not be entitled to any compensation after the date of termination.

If Client terminates the Agreement before receiving the "Findings Letter" described above, then UCM will retain the one-time Utility Bill Auditing fee of \$7,500, but will not be entitled to any other compensation. If Client terminates the Agreement after receiving the Findings Letter, but before receiving the Utility Cost Reduction Project List, then UCM will be entitled to all Utility Bill Auditing Fees, including those for refunds, credits or Future Savings that are received by Client after termination, but UCM will not be entitled to any Project-Related Fees.

If Client terminates the Agreement after receiving the Utility Cost Reduction Project List, then UCM will be entitled to all Utility Bill Auditing Fees, including those for refunds, credits or Future Savings that are received by Client after termination, and also will be entitled to any Project-Related Fees owed or earned as of the date of termination. In addition, if Client subsequently approves and implements a cost reduction measure identified on the Utility Cost Reduction Project List, or a cost reduction measure similar in type, size and location as that recommended on the Utility Cost Reduction Project List, then Client will remain obligated to pay UCM all Project-Related Fees, even if the cost reduction measure was approved and implemented after the date of termination and without assistance from UCM.

V. No Contractor Services

Client acknowledges and understands that: (1) UCM is not a contractor, and is not providing contractor services, (2) UCM solely is providing advisory, analytical, and assistance services based on its experience analyzing utility rates, tariffs, and cost reduction measures, (3) Client will enter into agreements directly with qualified vendors and/or contractors for any construction or installation services, and UCM will not be a party to those agreements, (4) UCM will not undertake to construct, alter, repair, add to, subtract from, improve, move, wreck, or demolish any building, facility, structure, project, development, or improvement, and (5) UCM will not act as a construction manager. UCM will not be liable for any damages caused by the acts, errors, or omissions of any vendor or contractor hired by Client to implement a Utility Cost Reduction Project or any other project.

VI. Limitation of UCM's Liability

Notwithstanding any other provision of this Agreement:

- (1) Under no circumstances will UCM be liable for damages, or any other recovery, in an amount that exceeds the compensation paid to UCM under this Agreement.
- (2) Under no circumstances will UCM be liable for incidental, consequential, punitive, or exemplary damages or other recovery.
- (3) Under no circumstances will UCM be liable for the acts, omissions, or representations by vendors, contractors, utility providers, financing entities, or any person or entity that is recommended by UCM.

In any dispute arising from or related to this Agreement, Client covenants and agrees that it will not seek or recover any, and Client hereby expressly waives any claim for, damages or other recovery that is inconsistent the provisions of this Section VI.

VII. Amendments

This Agreement may be amended at any time and from time to time, but any amendment must be in writing and signed by the parties.

VIII. Severability

If any term, provision, covenant, or condition of this Agreement is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the rest of the Agreement shall remain in full force and effect and shall in no way be affected, impaired or invalidated.

IX. Construction

In construing this Agreement, no consideration shall be given to the fact or presumption that any party had a greater or lesser hand in drafting of this Agreement.

X. Entire Agreement

This instrument contains the entire Agreement of the parties relating to the rights granted and obligations assumed in this instrument. Any oral representations or modifications concerning this instrument shall be of no force or effect unless contained in a subsequent written modification signed by the party to be charged.

XI. Authority to Sign

The individual signing this Agreement on behalf of Client hereby represents and warrants that he/she is authorized to do so and to thereby legally bind Client. The individual signing this Agreement on behalf of UCM hereby represents and warrants that he/she is authorized to do so and to thereby legally bind UCM.

UTILITY COST MANAGEMENT LLC	COUNTY OF FRESNO (Client)
By: Sent Pul	By Bey and
Swf Preduce	Signature Conque Le
Its:Print	Its: Parenessing Hemere
Date: 4.29.16	Date: 4-29-16

Pacific Gas and Electric Company

AUTHORIZATION TO RECEIVE CUSTOMER INFORMATION OR ACT UPON A CUSTOMER'S BEHALF

THIS IS A LEGALLY BINDING CONTRACT, PLEASE READ CAREFULLY (Please Print or Type)

i,		GARY E. CORNUELLE							PURCHASING MANAGER							
,	NAME							TITLE (IF APPLICABLE								
of	<u>C</u>	COU	NTY OF FR	ESNO		(Customer) have the following mailing address										
	4505				200110	EDE0	NO			0.4	00700					
	4525 E. HAMILTON AVE.						NO,	 	STATE		CA 93702		lo hereby appoint			
	UTI	LII		ANAGEMENT	LLC	CITY	of	1100			W AVE	NUE,	SUITE 126			
			NAME OF	THIRD PARTY								ADDRESS				
				FRESNO						CA		93711				
CITY STATE											ZIP					
To	To act as my agent and consultant (Agent) for the listed account(s) and in the categories indicated below:															
ACC	ACCOUNTS INCLUDED IN THIS AUTHORIZATION:															
1.																
											COUNT NUMBER					
2.												2001017 111110550				
SERVICE ADDRESS CITY												SERVICE AC	COUNT NUMBER			
3.	SER	VICE A	ODRESS	7.		CITY SERVICE ACCOUNT I					COUNT NUMBER					
	SETTING TOUR PROPERTY OF THE P															
,			- ,	additional accounts on a	·											
													gent must thereafter ormation is released or			
													sts for information may			
			e most recent 12				•		·	,		•	•			
I (Ct	ustome	er) au	thorize my Ager	nt to act on my beha	alf to perf	orm the	follow	ing speci	fic ac	ts and f	unctions (<u>initial</u> all	applicable boxes):			
9	1. Request and receive billing records, billing history and all meter usage data used for bill calculation for all of my account(s), as specified herein, regarding utility services furnished by the Utility ¹ .											unt(s), as specified herein,				
4		2.	Request and receive copies of correspondence in connection with my account(s) concerning (initial all that apply):													
ij		*	a.	Verification of rate, da			d relat	ed informati	ion;							
		*	de c.	Contracts and Service Previous or proposed			ents/cr	edits: or								
		*	te d.	Other previously issue					nents.							
		3.	Request investigation of my utility bill(s).													
9		4.	Request special metering, and the right to access interval usage and other metering data on my account(s).													
- «/		5.	Request rate analysis.													
G		6.	Request rate changes.													
1	7	7.	Request and receive verification of balances on my account(s) and discontinuance notices.													
	1 The Utility will provide standard customer information without charge up to two times in a 12-month period per service account. After two requests in a year, I understand I may be responsible for charges that may be incurred to process this request.															

AUTHORIZATION TO RECEIVE CUSTOMER INFORMATION OR ACT ON A CUSTOMER'S BEHALF

I (CUSTOMER) AUTHORIZE THE RELEASE OF MY ACCOUNT INFORMATION AND AUTHORIZE MY AGENT TO ACT ON MY BEHALF ON

THE FOLLOWING BASIS2 (initial one box only): 2 If no time period is specified, authorization will be limited to a one-time authorization One time authorization only (limited to a one-time request for information and/or the acts and functions specified above at the time of receipt of this Authorization). One year authorization - Requests for information and/or for the acts and functions specified above will be accepted and processed each time requested within the twelve month period from the date of execution of this Authorization. Authorization is given for the period commencing with the date of execution until (Limited in duration to three years from the date of execution.) Requests for information and/or for the acts and functions specified above will be accepted and processed each time requested within the authorization period specified herein. RELEASE OF ACCOUNT INFORMATION: The Utility will provide the information requested above, to the extent available, via any one of the following. My (Agent) preferred format is (check all that apply): Hard copy via US Mail (if applicable). X Facsimile at this telephone number: 559/ 261-9231 mk@utilitycostmanagement.com X Electronic format via electronic mail (if applicable) to this e-mail address: dk@utilitycostmanagement.com br@utilitycostmanagement.com (print name of authorized signatory), declare under penalty of perjury under the laws of I (Customer), the State of California that I am authorized to execute this document on behalf of the Customer of Record listed at the top of this form and that I have authority to financially bind the Customer of Record. I further certify that my Agent has authority to act on my behalf and request the release of information for the accounts listed on this form and perform the specific acts and functions listed above. I understand the Utility reserves the right to verify any authorization request submitted before releasing information or taking any action on my behalf. I authorize the Utility to release the requested information on my account or facilities to the above Agent who is acting on my behalf regarding the matters listed above. I hereby release, hold harmless, and indemnify the Utility from any liability, claims, demands, causes of action, damages, or expenses resulting from: 1) any release of information to my Agent pursuant to this Authorization; 2) the unauthorized use of this information by my Agent; and 3) from any actions taken by my Agent pursuant to this Authorization, including rate changes. I understand that I may cancel this authorization at any time by submitting a written request. [This form must be signed by someone who has authority to financially bind the customer (for example, CFO of a company or City Manager of a municipality).] AUTHORIZED CUSTOMER SIGNATURE **Executed this** I (Agent), hereby release, hold harmless, and indemnify the Utility from any liability, claims, demand, causes of action, damages, or expenses resulting from the use of customer information obtained pursuant to this authorization and from the taking of any action pursuant to this authorization, including rate changes. Scott Predmore 559-261-9236 AGENT SIGNATURE TELEPHONE NUMBER UTILITY COST MANAGEMENT LLC COMPANY MAY 2016 **Executed this** day of

MONTH

YEAR



CERTIFICATE OF LIABILITY INSURANCE

UTILI-2 OP ID: VR

DATE (MM/DD/YYYY)

04/29/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to

c	ne terms and conditions of the policy, certificate holder in lieu of such endors							ils certificate does not	COINE	r rights to the		
	DDUCER r Manouel Ins & Fin Svcs Inc				CONTACT NAME: Verity Racht							
Der	r Manouel Insurance Group				PHONE (A/C, No, Ext): 559-447-4600 FAX (A/C, No): 559-447-4586							
P.O	D. Box 28906 sno, CA 93729-8906				E-MAIL ADDRESS: vracht@dmig.com							
Ho	use Account			!			NAIC #					
					INSURE		11512					
INS	URED Utility Cost Management				INSURE		42579					
	1100 W. Shaw Avenue, Si	uite	126	1	INSURE		18058					
	Fresno, CA 93711				INSURE	1.000						
					INSURE							
CC	VERAGES CER	TIFI	CAT	E NUMBER:	INSURER F : REVISION NUMBER:							
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В	X COMMERCIAL GENERAL LIABILITY							EACH OCCURRENCE	\$	1,000,000		
	CLAIMS-MADE X OCCUR	X		ACP7802036862		12/13/2015	12/13/2016	DAMAGE TO RENTED PREMISES (Ea occurrence)	\$	300,000		
		1						MED EXP (Any one person)	\$	5,000		
	X Hired/Non-Owned A	1						PERSONAL & ADV INJURY	\$	1,000,000		
	GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$	2,000,000		
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Α		N/A		FN032700212	02/04	02/04/2016	02/04/2017	E.L. EACH ACCIDENT	\$	1,000,000		
	(Mandatory in NH)							E.L. DISEASE - EA EMPLOYE		1,000,000		
_	DESCRIPTION OF OPERATIONS below		'					E.L. DISEASE - POLICY LIMIT	\$	1,000,000		
С	Prof Liability		1	PHSD1135793	05/23/2016		05/23/2017			1,000,000		
			'					Ded		25,000		
	CRIPTION OF OPERATIONS / LOCATIONS / VEHICL ditional insured: County of Fresno dorsement attached: PB6003 0411						space is require	ed)				
CE	RTIFICATE HOLDER				CANC	ELLATION						
				FRESC-3	UA.TC	LLLA IIVII						
	County of Fresno 4525 E. Hamilton Avenue		TRESS	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.								
	Fresno, CA 93702					AUTHORIZED REPRESENTATIVE						

Verity Racht

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – MUNICIPALITIES OR PUBLIC AGENCY – INSURED PROVIDING PROFESSIONAL SERVICES

This endorsement modifies insurance provided under the following:

PREMIER BUSINESSOWNERS LIABILITY COVERAGE FORM

The following is added to Section II. WHO IS AN INSURED:

The municipality and/or public agency designated in the Schedule of this endorsement is also an insured, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused ,in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf in connection with your operations, other than the rendering of or the failure to render

professional services, advice of instruction, subject to the following additional exclusion:

This insurance, including any duty we have to defend "suits", does not apply to "bodily injury", "property damage" or "personal and advertising injury" that arises out of, in whole or in part, or is a result of, in whole or in part, the active or primary negligence of the municipality and/or public agency designated in the Schedule of this endorsement, whether or not such negligence has been assumed by you in a contract or agreement.

All terms and conditions of this policy apply unless modified by this endorsement.

SCHEDULE

Municipality and/or Public Agency:

County of Fresno, its officers, agents, and employees

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