

EXHIBIT 4-A

APEX STRATEGIES
EILEEN O. GOODWIN
Principal

111 Nanna Court
Santa Cruz, CA 95060
(831) 460-1530

July 14, 2005

Mr. David Berger
General Manager
Monterey Peninsula Water Management District
P.O. Box 85
Monterey, CA 93942-0085

Re: Proposal for Services

Dear Dave:

Thank you for the opportunity to propose services to your agency. I am very interested in conducting a Board Workshop with the MPWMD District Board.

I have included an estimated budget for the workshop planning and facilitation.

Once again, thank you for thinking of me. I look forward to hearing from you regarding this proposal and I am available to answer any questions you may have regarding my assumptions.

Sincerely,

A solid black rectangular box redacting the signature of Eileen O. Goodwin.

Eileen O. Goodwin

Enclosure

Proposed Scope:

This budget is for coordination and facilitation services. Apex Strategies would:

- Consult with individual Chair and individual Board members on their desires and expectations for workshop outcomes (up to 3 hours);
- Work with General Manager and key staff on technical information needed for workshop (up to 4 hours assumes a lot by phone);
- Develop draft workshop agenda in consultation with Chair/Vice Chair Committee up to 1 hours;
- Facilitate workshop meeting *up to 9 hours (includes prep and clean-up)*; and
- Edit workshop summary *up to 2 hours*. (Budget assumes the workshop summary document to be produced and distributed by District staff.)

This effort could be accomplished for a not to exceed \$3,475 (\$3,325 staff time and \$150 in mileage)

This information is for estimating purposes only. I work on a time and materials basis and will bill you only for the work I perform. Apex Strategies is very interested in saving the client money and would be comfortable sharing tasks with the client's staff or with other consultant's staff as appropriate. Prior to and after the workshop consultation will occur by telephone and email wherever possible.