

AGREEMENT FOR CONSULTANT SERVICES

THIS AGREEMENT is made and entered into on Upon Execution by and between TOWN OF LOS GATOS, a California municipal corporation, (“Town”) and VisionScape Imagery, Inc. (“Consultant”), whose address is 26050 Acero, Mission Viejo, CA 92691. This Agreement is made with reference to the following facts.

I. RECITALS

- 1.1 The Town desires to engage Consultant to provide Video Rendering Services.
- 1.2 The Consultant represents and affirms that it is willing to perform the desired work pursuant to this Agreement.
- 1.3 Consultant warrants it possesses the distinct professional skills, qualifications, experience, and resources necessary to timely perform the services described in this Agreement. Consultant acknowledges Town has relied upon these warranties to retain Consultant.

II. AGREEMENTS

- 2.1 Scope of Services. Consultant shall provide services as described in that certain Video Rendering Consultant Services Proposal sent to the Town on June 26, 2024, which is hereby incorporated by reference and attached as Exhibit A.
- 2.2 Term and Time of Performance. This contract will remain in effect from Upon Execution to June 30, 2029. Consultant shall perform the services described in this Agreement as follows: Video Rendering Services.
- 2.3 Compliance with Laws. The Consultant shall comply with all applicable laws, codes, ordinances, and regulations. Consultant represents and warrants to Town that it has all licenses, permits, qualifications, and approvals of whatsoever nature which are legally required for Consultant to practice its profession. Consultant shall maintain a Town of Los Gatos business license pursuant to Chapter 14 of the Code of the Town of Los Gatos.
- 2.4 Sole Responsibility. Consultant shall be responsible for employing or engaging all persons necessary to perform the services under this Agreement.
- 2.5 Information/Report Handling. All documents furnished to Consultant by the Town and all reports and supportive data prepared by the Consultant under this Agreement are the Town’s property and shall be delivered to the Town upon the completion of Consultant’s services or at the Town’s written request. All reports, information, data, and exhibits prepared or assembled by Consultant in connection with the performance of its services pursuant to this Agreement are confidential until released by the Town to the public, and the Consultant shall not make any of the these documents or information available to any individual or organization not employed by the Consultant or the Town without the written consent of the Town before such release. The Town acknowledges that the reports

to be prepared by the Consultant pursuant to this Agreement are for the purpose of evaluating a defined project, and Town's use of the information contained in the reports prepared by the Consultant in connection with other projects shall be solely at Town's risk, unless Consultant expressly consents to such use in writing. Town further agrees that it will not appropriate any methodology or technique of Consultant which is and has been confirmed in writing by Consultant to be a trade secret of Consultant.

2.6 Compensation. Compensation for Consultant's professional services shall not exceed the rates set forth in Exhibit A, Video Rendering Consultant Services Proposal, inclusive of all costs. Payment shall be based upon Town approval of each task.

2.7 Billing. Billing shall be monthly by invoice within thirty (30) days of the rendering of the service and shall be accompanied by a detailed explanation of the work performed by whom, at what rate, and on what date. Also, plans, specifications, documents, or other pertinent materials shall be submitted for Town review, even if only in partial or draft form.

Payment shall be net thirty (30) days. All invoices and statements to the Town shall be addressed as follows:

Invoices:

Town of Los Gatos

Attn: Accounts Payable

P.O. Box 655

Los Gatos, CA 95031-0655

2.8 Availability of Records. Consultant shall maintain the records supporting this billing for not less than three years following completion of the work under this Agreement. Consultant shall make these records available to authorized personnel of the Town at the Consultant's offices during business hours upon written request of the Town.

2.9 Assignability and Subcontracting. The services to be performed under this Agreement are unique and personal to the Consultant. No portion of these services shall be assigned or subcontracted without the written consent of the Town.

2.10 Independent Contractor. It is understood that the Consultant, in the performance of the work and services agreed to be performed, shall act as and be an independent contractor and not an agent or employee of the Town. As an independent contractor he/she shall not obtain any rights to retirement benefits or other benefits which accrue to Town employee(s). With prior written consent, the Consultant may perform some obligations under this Agreement by subcontracting, but may not delegate ultimate responsibility for performance or assign or transfer interests under this Agreement. Consultant agrees to testify in any litigation brought regarding the subject of the work to be performed under this Agreement. Consultant shall be compensated for its costs and expenses in preparing for, traveling to, and testifying in such matters at its then current hourly rates of

compensation, unless such litigation is brought by Consultant or is based on allegations of Consultant's negligent performance or wrongdoing.

- 2.11 Conflict of Interest. Consultant understands that its professional responsibilities are solely to the Town. The Consultant has and shall not obtain any holding or interest within the Town of Los Gatos. Consultant has no business holdings or agreements with any individual member of the Staff or management of the Town or its representatives nor shall it enter into any such holdings or agreements. In addition, Consultant warrants that it does not presently and shall not acquire any direct or indirect interest adverse to those of the Town in the subject of this Agreement, and it shall immediately disassociate itself from such an interest, should it discover it has done so and shall, at the Town's sole discretion, divest itself of such interest. Consultant shall not knowingly and shall take reasonable steps to ensure that it does not employ a person having such an interest in this performance of this Agreement. If after employment of a person, Consultant discovers it has employed a person with a direct or indirect interest that would conflict with its performance of this Agreement, Consultant shall promptly notify Town of this employment relationship, and shall, at the Town's sole discretion, sever any such employment relationship.
- 2.12 Equal Employment Opportunity. Consultant warrants that it is an equal opportunity employer and shall comply with applicable regulations governing equal employment opportunity. Neither Consultant nor its subcontractors do and neither shall discriminate against persons employed or seeking employment with them on the basis of age, sex, color, race, marital status, sexual orientation, ancestry, physical or mental disability, national origin, religion, or medical condition, unless based upon a bona fide occupational qualification pursuant to the California Fair Employment & Housing Act.

III. INSURANCE AND INDEMNIFICATION

3.1 Minimum Scope of Insurance:

- i. Consultant agrees to have and maintain, for the duration of the contract, General Liability insurance policies insuring him/her and his/her firm to an amount not less than: two million dollars (\$2,000,000) combined single limit per occurrence for bodily injury, personal injury, and property damage.
- ii. Consultant agrees to have and maintain for the duration of the contract, an Automobile Liability insurance policy ensuring him/her and his/her staff to an amount not less than one million dollars (\$1,000,000) combined single limit per accident for bodily injury and property damage.
- iii. Consultant shall provide to the Town all certificates of insurance, with original endorsements effecting coverage. Consultant agrees that all certificates and endorsements are to be received and approved by the Town before work commences.

- iv. Consultant agrees to have and maintain, for the duration of the contract, professional liability insurance in amounts not less than one million dollars (\$1,000,000) which is sufficient to insure Consultant for professional errors or omissions in the performance of the particular scope of work under this agreement.

General Liability:

- i. The Town, its officers, officials, employees, and volunteers are to be covered as insured as respects: liability arising out of activities performed by or on behalf of the Consultant; products and completed operations of Consultant; and premises owned or used by the Consultant. This requirement does not apply to the professional liability insurance required for professional errors and omissions.
- ii. The Consultant's insurance coverage shall be primary insurance as respects the Town, its officers, officials, employees, and volunteers. Any insurance or self-insurances maintained by the Town, its officers, officials, employees, or volunteers shall be excess of the Consultant's insurance and shall not contribute with it.
- iii. Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the Town, its officers, officials, employees, or volunteers.
- iv. The Consultant's insurance shall apply separately to each insured against whom a claim is made or suit is brought, except with respect to the limits of the insurer's liability.

3.2 All Coverages. Each insurance policy required in this item shall be endorsed to state that coverage shall not be suspended, voided, cancelled, or reduced in coverage or in limits except after thirty (30) days' prior written notice by certified mail, return receipt requested, has been given to the Town. Current certification of such insurance shall be kept on file at all times during the term of this Agreement with the Town Clerk.

3.3 Workers' Compensation. In addition to these policies, Consultant shall have and maintain Workers' Compensation insurance as required by California law and shall provide evidence of such policy to the Town before beginning services under this Agreement. Further, Consultant shall ensure that all subcontractors employed by Consultant provide the required Workers' Compensation insurance for their respective employees.

3.4 Indemnification. The Consultant shall save, keep, hold harmless and indemnify, and defend the Town its officers, agent, employees, and volunteers from all damages, liabilities,

penalties, costs, or expenses in law or equity that may at any time arise or be set up because of damages to property or personal injury received by reason of, or in the course of performing work which may be occasioned by a willful or negligent act or omissions of the Consultant, or any of the Consultant's officers, employees, or agents or any subconsultant.

IV. GENERAL TERMS

- 4.1 Waiver. No failure on the part of either party to exercise any right or remedy hereunder shall operate as a waiver of any other right or remedy that party may have hereunder, nor does waiver of a breach or default under this Agreement constitute a continuing waiver of a subsequent breach of the same or any other provision of this Agreement.
- 4.2 Governing Law. This Agreement, regardless of where executed, shall be governed by and construed to the laws of the State of California. Venue for any action regarding this Agreement shall be in the Superior Court of the County of Santa Clara.
- 4.3 Termination of Agreement. The Town and the Consultant shall have the right to terminate this agreement with or without cause by giving not less than fifteen days (15) written notice of termination. In the event of termination, the Consultant shall deliver to the Town all plans, files, documents, and reports, performed to date by the Consultant. In the event of such termination, Town shall pay Consultant an amount that bears the same ratio to the maximum contract price as the work delivered to the Town bears to completed services contemplated under this Agreement, unless such termination is made for cause, in which event, compensation, if any, shall be adjusted in light of the particular facts and circumstances involved in such termination.
- 4.4 Amendment. No modification, waiver, mutual termination, or amendment of this Agreement is effective unless made in writing and signed by the Town and the Consultant.
- 4.5 Disputes. In any dispute over any aspect of this Agreement, the prevailing party shall be entitled to reasonable attorney's fees, including costs of appeal.
- 4.6 Notices. Any notice required to be given shall be deemed to be duly and properly given if mailed postage prepaid, and addressed to:

Town of Los Gatos
Attn: Town Clerk
110 E. Main Street
Los Gatos, CA 95030

VisionScape Imagery, Inc.
Attn: Eduardo Font
26050 Acero
Mission Viejo, CA 92691

or personally delivered to Consultant to such address or such other address as Consultant designates in writing to Town.

- 4.7 Order of Precedence. In the event of any conflict, contradiction, or ambiguity between the terms and conditions of this Agreement in respect of the Products or Services and any attachments and/or exhibits to this Agreement, then the terms and conditions of this Agreement shall prevail over attachments or other writings.
- 4.8 Entire Agreement. This Agreement, including all Exhibits and Attachments, constitutes the complete and exclusive statement of the Agreement between the Town and Consultant. No terms, conditions, understandings or agreements purporting to modify or vary this Agreement, unless hereafter made in writing and signed by the party to be bound, shall be binding on either party.

IN WITNESS WHEREOF, the Town and Consultant have executed this Agreement.

Town of Los Gatos by:

Consultant, by:

Katy Nomura, Interim Town Manager

Eduardo Font
VisionScape Imagery, Inc.

Recommended by:

Joel Paulson
Community Development Director

Approved as to Form:

Gabrielle Whelan, Town Attorney

Attest:

Wendy Wood, CMC, Town Clerk

VisionScape IMAGERY

A Visualization Firm

www.WeAreVSI.com

June 26th, 2024

Community Development Department planning@losgatosca.gov

Jennifer Armer, Planning Manager JArmer@losgatosca.gov

Alexa Nolder, Administrative Technician ANolder@losgatosca.gov

Town of Los Gatos – Video Rendering Consultant Services Proposal

Dear Town of Los Gatos, Community Development Department,

Thank you for allowing us the opportunity to propose as a potential consultant to provide Video Rendering Services on an as-needed basis for your future upcoming (9) Community Development Department applications, and beyond.

VisionScape Imagery, Inc. (a.k.a. VSI) is the industry's leading provider of highly accurate and incredibly photo-realistic visual simulations, video animation, and rendering services. Our expertise lies in the systematic approach of art and science working together to achieve the highest quality of architectural visualization. Our work experience in the visualization of residential, commercial, multi-family, and mixed-use building projects spans three decades, with the Principals of the firm, Eddie and Joe Font having Architectural and Engineering backgrounds. Resumes attached.

The Font Brothers are experts in communicating visions of the future, with an objective and specialized approach that will only strengthen an application during the planning and approval process. Our imagery is also ideal for Environmental Impact Reports (EIRs) and other Special Studies, including helpful guidelines for customized CEQA (California Environmental Quality Act) Aesthetics thresholds and analysis.

EXHIBIT A

Founded in 1992, VSI has specialized in creating the most highly accurate and photorealistic 3D imagery in the industry. VisionScape's services are invaluable throughout all stages of development, from environmental planning and approval to sales and marketing. Residential and commercial developers, environmental planning firms, and City and Agency decision-makers can visualize our photorealistic "Before & After" imagery with high accuracy and objectivity, making for extraordinary design review and environmental planning presentations.

Based in Southern California, VSI has the technical expertise, creative skills, and production capacity to perform any project of varying size and purpose, with clients in the public, municipality, and private sectors.

The production of our highly accurate Visual Simulations is rooted in a systematic and scientific approach, resulting in finished imagery that leaves little room for skewed interpretations. The objectivity of our approach and methodology is what makes our simulations and animated presentations such a powerful and highly precise decision-making tool. Along with our partners at AVS Renderings, VSI will dedicate its necessary personnel and resources to ensure the successful performance of rendered and animated services for every development project for the City of Los Gatos.

PHILOSOPHY

Our general philosophy to undertaking work is built on the foundation of our extensive 30+ years of experience in Architectural Visualization. We believe in delivering exceptional quality through a blend of technical precision and artistic creativity. Our approach is client-centric, ensuring that every project meets the unique needs and expectations of our clients while adhering to the highest standards of accuracy and realism. We are committed to excellence in every aspect of our services, from initial consultation to final delivery.

ANIMATION

<https://www.wearevsi.com/animation>

SIMULATION

<https://www.wearevsi.com/simulation>

RENDERINGS

<https://www.wearevsi.com/illustration>

SCOPE OF SERVICES

Our Scope of Services would initially include a series of “Before & After” Visual Simulation Renderings for each development site. Camera locations graphics for each site would be provided prior to commencement of work. Optional tasks can include a 1-minute video animation drive-by or fly-over using aerial drone video footage showing the development superimposed as it would appear following construction and fully landscaped TBD.

Eddie Font and Joe Font would be the key individuals on the consultant team. See attached resumes and LinkedIn profiles. Joe Font would also act as Project Manager along with partner Ignacio Abellan at AVS Rendering Services. Joe Font would be your main key point of contact.

The timeline for static Visual Simulations would be in the range of 3 weeks from the time all project information is received. 2-3 additional weeks can be added for a video animation presentation of approximately 1 minute in length.

The costs typically range \$2,500 to \$3,500 per view depending on the level of detail and complexity of the proposed modeling, as well as the proximity and number of camera locations on the project. There are time and cost efficiencies when multiple key observation points are rendered in advance. Clean CAD and/or accurate SketchUp models also allow for cost and time-saving opportunities. Our VisionScape SOQ and sample links from our website are provided. Additionally, a one-minute video animation presentation upon completion of the modeling would range \$10,000 for each site and may include a drone fly-over showing the proposed development.

SPECIFIC SITES

Prior to commencement of each site, VSI would provide a camera locations graphic for the following (9) properties to include proposed multi-family and mixed-use buildings. These cameras would be determined prior to the site visit, GPS and photography coordination. Highly accurate Visual Simulations would then be provided in lieu of the installation of physical story poles and netting. Video animation presentations for each site are optional.

1. 405 Alberto Way
2. 14849 Los Gatos Boulevard
3. 14859 Los Gatos Boulevard
4. 15300 Los Gatos Boulevard
5. 15349 Los Gatos Boulevard
6. 16492 Los Gatos Boulevard
7. 50 Los Gatos-Saratoga Road
8. 143-151 E Main Street
9. 101 S. Santa Cruz Avenue

SCOPE AND COST ESTIMATE

Our scope and cost estimate for each property listed above would include the following:

(3) Visual Simulation - Analysis of Visual Impact for each site recommended

- Up to (3) "Before & After" Visual Simulation renderings from ground level for each site listed above at a cost range of \$2,500 to \$3,500 for each view from ground level.
- Digitizing of all base data for the extrusion of an original photorealistic 3D site terrain and building model, fully landscaped.
- Imaging to illustrate photorealistic materials, maps, textures, and landscaping to scale.

Animation (1) Video Presentation for each site recommended

- Additionally, an optional 1-minute video animation would be rendered for each site at approximately \$10,000 each to include aerial drone video and photography superimposed.
- Storyboard/Animatics; Client Review & Coordination.
- Wireframe animatics and still imagery would be provided to show proposed camera paths prior to final rendering of frames.
- VisionScape would use its own library of 3D models and exterior landscape elements as needed.
- Video editing for the exterior Animation, final coordination, and Musical Soundtrack option are also included upon request.

Costs mentioned above would include Joe Font's Management and Supervision time of Modeling, Imaging, and Animation to include additional travel. Digital files delivered electronically. All content reusable for future planning and presentation purposes by the City of Los Gatos. See attached sample scope and cost estimate.

VisionScape Imagery, Inc.
 26050 Acero
 Mission Viejo, CA 92691

Proposal

Date 6/25/2024
Proposal 2476
Project 405 ALBERTO WAY

TOWN OF LOS GATOS
 Jennifer Armer
 Planning Manager
 110 E. Main Street
 Los Gatos, CA 95030

www.visionscapeimagery.com
 Questions? Please call us at 949.727.3591

Project Details

TOTAL

VISUAL SIMULATION - Analysis of Visual Impact

VIDEO ANIMATION (Option)

The purpose of this scope is to objectively convey a vision of the future for the development of proposed multi-family and mixed-use building project in Los Gatos, CA. The goal is for the City and Public to grasp a clear understanding of the project's visual impacts during the planning / approval process, and for City's and / or Applicant's possible preparation of EIR / guidelines for CEQA Aesthetics thresholds and analysis, and in place of installation of physical story poles and netting.

Camera locations for Visual Sims to be determined prior to any field work / GPS and digital photography coordination. VisionScape will use its own library of photorealistic landscape imagery, material concepts and 3D modeling as needed. Architectural and / or engineering data provided by the City of Los Gatos to include accurate grading plans and topographic data with proposed structures, overall heights, and final elevation drawings of architecture on cad.

Up to (3) Visual Simulations from ground level are proposed in this scope.

(3) Visual Simulations	(3) "Existing & Proposed" Visual Simulations at approx \$3,000 each	9,000.00
	Digitizing of all base data for the extrusion of an original photorealistic 3D site and building model; Imaging to illustrate photo realistic materials, maps, textures and a landscape concept to scale.	
TRAVEL	Additional Travel	1,000.00
Production Supervision	Supervision of Modeling & Imaging at NO CHARGE per J. Font	0.00
DELIVERABLES	Digital files delivered electronically All content reusable for future planning and presentation purposes	0.00
	Anticipated Turnaround Time: 3 Weeks	
	Tentative Start Date: TBD	
	SUBTOTAL	10,000.00

Project schedule will be determined when signed agreement, retainer deposit and project info is received.

TOTAL

Approved by: _____ **VERBAL** Date: _____

Fax to: VISIONSCAPE IMAGERY 949.727.3592 Attention: Eddie Font

THANK YOU!

Estimate is valid for 30 days from date above.

VisionScape Imagery, Inc.
 26050 Acero
 Mission Viejo, CA 92691

Proposal

Date 6/25/2024
Proposal 2476
Project 405 ALBERTO WAY

TOWN OF LOS GATOS
 Jennifer Armer
 Planning Manager
 110 E. Main Street
 Los Gatos, CA 95030

www.visionscapeimagery.com
 Questions? Please call us at 949.727.3591

	Project Details	TOTAL
VIDEO ANIMATION	Optional 1-minute Video Animation of site to include aerial drone video and photography superimposed.	0.00
	Includes Storyboard / Animatics; Client Review & Coordination. Wireframe animatics and still imagery would be provided to show proposed camera paths prior to final rendering of frames. VisionScape would use its own library of 3D models and exterior landscape elements as needed.	
	Video editing for the exterior Animation, final coordination, and Musical Soundtrack option are also included upon request.	
	\$10,000 (Option) 2-3 Weeks Additional for a total cost option of \$20,000 Sales Tax	0.00

Project schedule will be determined when signed agreement, retainer deposit and project info is received. **TOTAL \$10,000.00**

Approved by: _____ **VERBAL** Date: _____

A 50% deposit is due upon acceptance of this proposal. Progress payments will be billed monthly, covering up to 90% of the total. The final 10% will be billed upon completion. All deposits are non-refundable. Project info received is considered current and final. VisionScape does not verify, and makes no guarantee to the accuracy of the information provided by client and / or other consultants. Additional work will not be billed beyond estimate without prior written approval. Client agrees to pay US\$100 per hour for any extraordinary services. Sales tax will be collected when applicable. Reimbursable expenses such as reprographics, delivery costs and printing will be billed upon final invoice. In the event of a contract dispute and / or if collection efforts are necessary on any outstanding invoice, the prevailing party shall be entitled to recover its reasonable costs and attorneys fees.

Fax to: VISIONSCAPE IMAGERY 949.727.3592 Attention: Eddie Font

THANK YOU!

Estimate is valid for 30 days from date above.

Current sample Certification of Insurance. VSI holds General Liability, Auto Liability, and Workers' Compensation Insurance. Professional Liability Insurance is not held, as we consider our firm to be a low-risk art and visualization studio. If there is anything else you need, please do not hesitate to call, text or email me or Joe Font anytime.

Thank you again for the opportunity to submit this proposal. We look forward to the possibility of working with you and your team at the City of Los Gatos.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Eddie Font', with a large, stylized initial 'E' and 'F'.

Eddie Font
Principal | VisionScape Imagery, Inc.

Attachments below following VisionScape SOQ & Resumes

ATTACHMENT 1 – CONFLICT OF INTEREST STATEMENT

ATTACHMENT 2 – REFERENCES

**ATTACHMENT 3 – STATEMENT REGARDING INSURANCE COVERAGE AND WORKER'S
COMPENSATION INSURANCE ACKNOWLEDGMENT CERTIFICATE**



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/17/2024

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 have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER CS&S/BENCHMARK INS GROUP OF TEXAS PO BOX 958489 LAKE MARY, FL 32746-8989 Phone - 281-816-1027 Fax - 877-763-5122	CONTACT NAME:		FAX:		
	(A/C, No, Ext):		(A/C, No):		
	E-MAIL ADDRESS:				
	INSURER(S) AFFORDING COVERAGE				NAIC#
	INSURER A:	Continental Casualty Company			20443
INSURED VISION SCAPE IMAGERY 26050 ACERO MISSION VIEJO, CA 92691	INSURER B:				
	INSURER C:				
	INSURER D:				
	INSURER E:	American Casualty Company of Reading, Pennsylvania			20427
	INSURER F:				

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

NSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	COMMERCIAL GENERAL LIABILITY D CLAIMS-MADE cgJ OCCUR	y	y	6011160698	04/01/2024	04/01/2025	EACH OCCURRENCE	2,000,000
	DAMAGE TO RENTED PREMISES (Ea occurrence)						1,000,000	
							MED EXP (Any one person)	10,000
							PERSONAL & ADV INJURY	2,000,000
							GENERAL AGGREGATE	4,000,000
							PRODUCTS - COMP/OP AGG	4,000,000
A	AUTOMOBILE LIABILITY ANY AUTO OWNED sc, rn, ceo AUTOS ONLY AUTOS HIRED AUTOS NON-OWNED AUTOS ONLY AUTOS ONLY	y	y	6011160698	04/01/2024	04/01/2025	COMBINED SINGLE LIMIT (Ea accident)	1,000,000
	BODILY INJURY (Per person)							
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
								\$
	UMBRELLA LIAB OCCUR						EACH OCCURRENCE	\$
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	
	DEDI RETENTION \$							
E	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE Y/N	N	N	6011106303	04/01/2024	04/01/2025	STATUTE PER	
							1,000,000	
	OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below							
							E.L. EACH ACCIDENT	1,000,000
							E.L. DISEASE - EA EMPLOYEE	1,000,000
							E.L. DISEASE - POLICY LIMIT	1,000,000

DESCRIPTION OF OPERATIONS/ LOCATIONS/ VEHICLES (ACORD 101. Additional Remarks Schedule. may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Los Angeles Unified School District

Facilities Services Division

MICHELLE KING
Superintendent of Schools

MARK HOVATTER
Chief Facilities Executive

LORENA PADILLA-MELENDZ
Director of Community Relations
and Small Business Enterprise



October 27, 2016

Eduardo Font
VisionScape Imagery, Inc.
26060 Acero
Mission Viejo, CA 92691

Re: Certification of Small Business Enterprise (SBE) Status

Dear Business Owners:

Thank you for submitting your application for Small Business Enterprise (SBE) certification to the Los Angeles Unified School District (LAUSD). Per our evaluation of the information you provided in your application and the North American Industry Classification System code you identified, your status as an SBE with LAUSD has been approved for the term specified below. LAUSD is pleased to issue this SBE certificate subject to the following conditions:

NAICS code(s) for which SBE status is recognized:

- 541990 All Other Professional, Scientific, and Technical Services
- 541330 Engineering Services
- 541430 Graphic Design Services

SBE Certificate Effective Date: 10/27/2016

SBE Certificate Expiration Date: 10/27/2019

Work performed by your firm that falls within the above referenced NAICS code(s) will be counted as SBE participation for work performed on LAUSD contracts. To maintain a valid SBE Certificate after three years with LAUSD, you must renew your self-certification with LAUSD or register with the Small Business Administration before the SBE certification expiration date referenced above expires.

LAUSD reserves the right to withdraw this certification if at any time it is determined that certification was knowingly obtained by false, misleading or incorrect information. LAUSD reserves the right to audit all statements. If any firm attempts to falsify or misrepresent information to obtain certification, LAUSD may, in its sole discretion, disqualify this firm from participation in an LAUSD contracts for a period of up to five years.

This SBE certification is recognized by the Metropolitan Water District of Southern California and its reciprocating agencies according to the same terms and conditions. If there are any changes in your status that may impact your certification, you are required to notify the LAUSD Small Business Program Office immediately at (213) 241-1302.

Sincerely,

Kimberly Frelow
Small Business Program Manager

Supplier Profile



State of California Certification

Certification ID : 2003673

Legal Business Name VisionScape Imagery, Inc.	Address 26060 Acero Mission Viejo CA 92691
Doing Business As (DBA) Name1:	Email: eddie.font@visionscapeimagery.com
Doing Business As (DBA) Name2:	Total No. of Employees 3
Office Phone Number 949/727-3591	Business Types: Service
Business Fax Number	Notification Preference Email
Business Web Address	

Service Areas

Alameda , Alpine , Amador , Butte , Calaveras , Colusa , Contra Costa , Del Norte , El Dorado , Fresno , Glenn , Humboldt , Imperial , Inyo , Kern , Kings , Lake , Lassen , Los Angeles , Madera , Marin , Mariposa , Mendocino , Merced , Modoc , Mono , Monterey , Napa , Nevada , Orange , Placer , Plumas , Riverside , Sacramento , San Benito , San Bernardino , San Diego , San Francisco , San Joaquin , San Luis Obispo , San Mateo , Santa Barbara , Santa Clara , Santa Cruz , Shasta , Sierra , Siskiyou , Solano , Sonoma , Stanislaus , Sutter , Tehama , Trinity , Tulare , Tuolumne , Ventura , Yolo , Yuba

[View Keywords](#)
[View Classifications](#)
[View SB](#)
[Amend SB](#)
[Apply as Disabled Veteran Business Enterprise \(DVBE\)](#)

Active Certifications ?

Certification Type	Application Date	Status	Status Date/Time	From	To	Cancel
SB(Micro)	10/27/2016	Approved	10/27/16 5:17PM	10/27/2016		

Certification History ?

STATEMENT OF QUALIFICATIONS

VISUAL SIMULATION & Analysis of Visual Impact

VisionScape IMAGERY

OVERVIEW

VisionScape is the industry's leading provider of highly accurate **VISUAL SIMULATION** and Analysis of Visual Impact. We are experts in communicating visions of the future, with an objective and specialized approach that will only strengthen your analysis. Our imagery is ideal for **EIRs** and other Special Studies including helpful guidelines for customized CEQA Aesthetics thresholds and analysis.

VisionScape was founded in 1992 by brothers, Eddie and Joe Font. The firm specializes in creating the most highly accurate and photorealistic 3D imagery you will find in our industry. VisionScape's services are invaluable throughout all stages of development, from environmental planning and approval to sales and marketing. Residential and commercial developers, environmental planning firms, City and Agency decision-makers can visualize our photorealistic "Before & After" imagery with high accuracy and objectivity, making for extraordinary design review, and environmental planning presentations. VisionScape is headquartered in Southern California. The firm has the technical expertise, creative skills, and production capacity to perform any project of varying size and purpose, with clients in the public, municipality and private sectors.

METHODOLOGY

The production of VisionScape's highly accurate Visual Simulations is rooted in a systematic and scientific approach, resulting in finished imagery that leaves little room for skewed interpretations. The objectivity of our approach and methodology is what makes our simulations such a powerful and highly precise decision-making tool. VisionScape always dedicates its necessary personnel and resources to ensure the successful performance of rendered services on every project.

COST RANGE

The costs typically range \$2,500 to \$3,500 per view depending on the level of detail and complexity of the proposed modeling, as well as the proximity and number of camera locations to the project. There are time and cost efficiencies when multiple key observation points are rendered. Clean CAD and / or accurate sketch-up models also allow for cost and time saving opportunities.

CONTACT

Eddie Font | Principal

eddie.font@visionscapeimagery.com | Mobile: (949) 274-0789



VisionScape IMAGERY

REFERENCES

MUNICIPALITIES (Partial List)

City of Anaheim

Marie Newland

Environmental Services Specialist
(626) 812-5236

City of Santa Ana

Karen Haluza

Director of Community Development
(714) 738-3347

City of Lancaster

Jeff Hogan

Director of Development Services
(661) 723-6100

City of Los Angeles

Vince Bertoni

Director of Planning
(213) 482-7077

City of Pasadena

Jennifer Paige-Saeki

Senior Planner
(626) 744-7231

City of Rancho Mirage

Randy Bynder

Director of Community Development
(760) 324-4511

City of San Juan Capistrano

David Contreras

Principal Planner & Manager
(949) 443-6320

City of Oxnard

Jeff Lambert

Development Services Director
(805) 385-7858

City of Azusa

Kurt Christiansen

Community Development Director
(626) 812-5200

ENVIRONMENTAL FIRMS (Partial List)

DUDEK

Nicole Cobleigh

Senior Project Manager
(626) 204-2072

Rincon Consultants

Deanna Hansen

Vice President
(213) 788-4842

Ascent Environmental

Chad Beckstrom

Senior Environmental Director
(949) 333-6600

Kimley-Horn & Associates, Inc.

Dana Privitt

CEQA Practice Builder
(714) 939-1030

LSA Associates, Inc.

Ashley Davis

Principal
(949) 553-0666

Michael Baker International

John Bellas

Environmental Planner
(866) 828-6762

Morse Planning Group

Collette Morse

Principal
(949) 466-9283

T&B Planning

Tina Andersen

Principal
(714) 444-9199

Environmental Science Associates

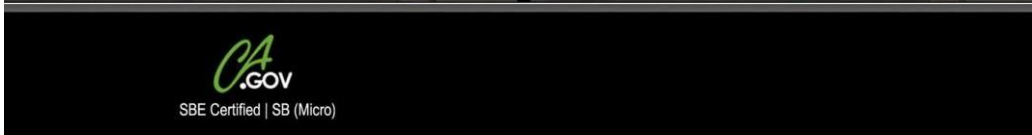
Kimberly Comacho

Senior Managing Manager
(213) 599-4300

Ever ask yourself...

What's this really gonna look like?

Present a powerful and convincing case with our highly accurate "Before & After" **SIMULATIONS**. Ideal for **EIRs**, Shade / Shadow Analysis and other Special Studies including helpful guidelines for customized CEQA Aesthetics Thresholds and Analysis



PROPOSED SOUND WALL



PROPOSED SOLAR FARM



PROPOSED WATER TANK



PROPOSED DRILL RIG

ILLUSTRATION

SIMULATION

ANIMATION

PRESENTATION

visionscape IMAGERY
A Visualization Firm

Contact

(949) 727-3591 (Work)
eddie.font@visionscapeimagery.com

www.linkedin.com/in/eddiefont
(LinkedIn)
www.visionscapeimagery.com
(Other) www.facebook.com/pages/Irvine-CA/VisionScape-Imagery-Inc/95840035064 (Other)
www.facebook.com/people/Eddie_Font/1112150328 (Other)

Top Skills

New Business Development Sales
Architecture

Languages

Spanish

Eddie Font

Communicating your vision with captivating Renderings, Visual Simulations, and Virtual Tours | Owner at VSI
Mission Viejo, California, United States

Summary

Eddie is responsible for the overall strategy of VSI (also known as VisionScape Imagery), an esteemed Visualization Firm that specializes in producing highly accurate and visually stunning architectural illustrations, animations, and virtual reality tour presentations. With a focus on delivering exceptional imagery for the building industry and beyond, VSI serves as a full-service rendering and animation facility. Over the past 30 years, VSI's work has been instrumental across all phases of development, ranging from initial planning and entitlement to sales and marketing efforts. With an innate ability to envision the complete narrative, VSI is a trusted partner for developers, environmental planners, and city decision-makers.

In 1992, Eddie joined forces with his brother Joe to establish VSI. Their passion for the building industry originated from their father's involvement with Pardee Homes since 1972. Eddie's artistic, architectural, and technological prowess emerged at an early age. While collaborating with his father, Eddie pursued his Bachelor of Architecture degree at the University of Southern California, marking the foundation of VisionScape.

Furthermore, Eddie actively contributes to the Greater Sales & Marketing Council of Southern California as a member of the Board of Directors. He has previously chaired the SoCal MAME Awards and currently serves as an advisor, actively involved in raising sponsorship funds, cultivating partnerships, and acknowledging the accomplishments of sales and marketing professionals within the homebuilding industry. Eddie takes pride in his membership in esteemed building industry associations, including the California Chapter of the American Planning Association, the Building Industry Association of Orange County, and The Arizona Alliance.

Specialties: New Business Development, Marketing & Sales, Contract Negotiation, Architecture, Landscape Architecture, Real Estate, Homebuilding, Land Development & Entitlements

Experience

VSI

Owner

June 1992 - Present (32 years 1 month)

Orange County, California Area

At VSI, we stand firm in our conviction that every triumphant residential or commercial endeavor originates from a crystal-clear vision. Our renowned visualization firm, celebrated for its excellence, provides support throughout all project phases, from initial planning and entitlement to ultimate sales and marketing strategies. Through close collaboration with residential and commercial developers, environmental planners, and city stakeholders, we craft precise visual representations that animate their aspirations into reality.

Guided by our founding principals, each project receives meticulous attention, ensuring that every client experiences the best service of the highest caliber. Our unwavering dedication allows us to deliver unparalleled quality, swift turnaround times, and a responsive, seasoned team that stands beside you at every juncture of the journey. As a leading force in the realm of visualization, specializing in 3D model simulation, rendering, animation and VR Tours, we have earned a reputation as a steadfast ally within the built environment. We eagerly await the opportunity to join forces with you, transforming your vision into tangible, breathtaking reality.

BIASC Greater Sales & Marketing Council Board Member

GSMC Board of Directors & MAME Awards Advisor

September 2008 - Present (15 years 10 months)

Orange County, California, United States

Eddie occupies prominent roles within the Greater Sales & Marketing Council of Southern California, having served on its Board of Directors and Chairing the esteemed SoCal MAME Awards as an Advisor. In these capacities, Eddie currently assumes a pivotal position in securing sponsorship funds for the Awards Show, fostering strategic alliances, and commending the remarkable accomplishments of sales and marketing luminaries in the homebuilding domain.

Dedicated to enhancing professional connections and knowledge-sharing, the Greater Sales & Marketing Council of Southern California stands as a beacon of support for industry professionals in the region. Eddie actively contributes to this cause by contributing to the organization's event planning endeavors and educational initiatives. Moreover, he leads initiatives to augment sponsorships, membership, bolster visibility, and offer invaluable support to existing members as a trusted liaison.

Pardee Homes

Architectural Intern

May 1987 - April 1991 (4 years)

Greater Los Angeles Area

Marketing and Architecture

Education

University of Southern California

BArch, Architecture · (1987 - 1992)

Contact

26050 Acero
Mission Viejo, CA 92691
714-334-9000 (Work)
joe.font@visionscapeimagery.com

www.linkedin.com/in/joefont
(LinkedIn)
www.visionscapeimagery.com
(Company) www.facebook.com/visionscapeimagery
(Company)
www.instagram.com/visionscape_imagery/
(Company)

Top Skills

Animation Real
Estate
Marketing

Languages

English
Spanish

Joe Font

Communicating your vision with captivating Renderings, Visual Simulations, and Virtual Tours | Owner at VisionScape Imagery
Mission Viejo, California, United States

Summary

As Principal and Co-Founder of VisionScape Imagery; an architectural visualization firm, I am committed to ensuring that our clients receive the highest level of personal service and meet their unique project needs. With over 30 years of experience in the Arch Viz field and a background in engineering, I lead a team of talented and creative artists producing highly accurate and realistic renderings while maintaining efficiency. My passion for technology and design allows me to excel in innovatively simulating modern buildings, landscapes, and interiors. By directly interacting with clients, I bring a personal touch to the services we provide at VisionScape Imagery.

Experience

VisionScape Imagery

Owner

May 1992 - Present (32 years 2 months)

Architectural Visualization

Font Design Visualization Inc

Co Founder

May 1992 - April 2002 (10 years)

Architectural Visualization

3D Model Simulation

Rendering Animation

ATTACHMENT 1- CONFLICT OF INTEREST STATEMENT

THIS FORM MUST BE PRINTED OUT, COMPLETED AND SUBMITTED WITH THE PROPOSAL

VIDEO RENDERING CONSULTANT SERVICES

The undersigned declares:

I/We Eduardo and Jose Font (Insert Name) have the following financial, business, or other relationship with Town of Los Gatos that may have an impact upon the outcome of the contract. If none, please specify that no other relationships may have an impact on this contract or Project.

No other relationship may have an impact on this contract or Project.

I/We Eduardo and Jose Font (Insert Name) have the following current clients who may have a financial interest in the outcome of this contract. If none, please specify that no other clients may have a financial interest with an impact on this contract or Project.

No other clients may have a financial interest with an impact on this contract or Project.

Pursuant to Government Code section 1090 and any other laws, rules and regulations that may apply, the Proposer covenants that neither it, its subcontractors, nor employees presently have an interest, and shall not acquire any interest, direct or indirect, financial or otherwise that would conflict in any manner or degree with contract awarded from this RFP. Proposer certifies that to the best of its knowledge, no one who has or will have any financial interest in the contract awarded from this RFP is an officer or employee of the Town. Through its submittal of a proposal, Proposer acknowledges that it is familiar with Section 87100 et seq. and Section 1090 et seq. of the Government Code of the State of California and will immediately notify the Town if it becomes aware of any facts concerning the contract to be awarded that constitute a violation of said provisions.

Furthermore, if there is reason to believe that collusion exists among the Proposers, the Town may refuse to consider proposals from participants in such collusion. No person, firm, or corporation under the same or different name, shall make, file, or be interested in more than one proposal for the same work unless alternate proposals are called for. A person, firm, or corporation who has submitted a sub-

proposal to a Proposer, or who has quoted prices on materials to a Proposer, is not thereby disqualified from submitting a sub-proposal or quoting prices to other Proposers. Reasonable ground for believing that any Proposer is interested in more than one proposal for the same work will cause the rejection of all proposals for the work in which a Proposer is interested. If there is reason to believe that collusion exists among the Proposers, the Town may refuse to consider proposals from participants in such collusion. Proposers shall submit as part of their proposals documents the completed Non-Collusion Declaration provided herein.

I, on behalf of the Proposer, declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on 6/26/2024 [date], at Mission Viejo [city], California [state].

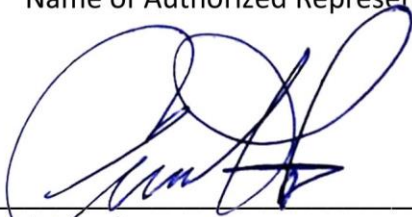
VisionScape Imagery, Inc.
Proposer Name (Person, Firm, Corp.)

Principal
Title of Authorized Representative

26050 Acero
Address

Eduardo Font (Eddie), VSI
Name of Authorized Representative

Mission Viejo, CA 92691
City, State, Zip



(Signed)

6/26/2024
(Date)

ATTACHMENT 2 - REFERENCES

THIS FORM MUST BE PRINTED OUT, COMPLETED, AND SUBMITTED WITH THE PROPOSAL

VIDEO RENDERING CONSULTANT SERVICES

List three {3} references for work of a similar nature to the Services performed within the last five {5} years. Use additional sheets as necessary.

1. **Manning Homes** 20151 SW Birch Street, Newport Beach, CA 92660
Name of Agency Jackie Manning Agency Address Owner
Contact Name (949) 250-4200 Contact Title jaclyn@manninghomes.com
Contact Telephone 2/22 - 4/22 Contact Email Address \$30,000
Contract Period Contract Amount
Etiwanda Classics at Highland Community - Video Animation & Rendering

Description of services performed including costs.

2. **Neal Land & Neighborhoods** 5824 Lakewood Ranch Blvd N, Sarasota, FL 34240
Name of Agency Janice Snow Agency Address VP Marketing
Contact Name (941) 328-1210 Contact Title jsnow@nealland.com
Contact Telephone 1/24 - 4/24 Contact Email Address \$20,000
Contract Period Contract Amount
Camp Creek Community - Video Animation & Rendering

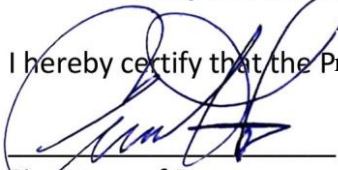
Description of services performed including costs.

3. **RC Hobbs Development** 1110 E. Chapman Ave, Orange, CA 92866
Name of Agency Roger Hobbs Agency Address Owner
Contact Name (714) 633-8100 Contact Title rch@rchobbs.com
Contact Telephone 2/24 - 4/24 Contact Email Address \$12,000
Contract Period Contract Amount

Rendering & Visual Simulation

Description of services performed including costs.

I hereby certify that the Proposer performed the work listed above.



Signature of Proposer

Eddie Font

Name

6/26/2024

Date

ANIMATION

<https://www.wearevsi.com/animation>

SIMULATION

<https://www.wearevsi.com/simulation>

RENDERINGS

<https://www.wearevsi.com/illustration>

**ATTACHMENT 3 - STATEMENT REGARDING INSURANCE COVERAGE AND WORKER'S COMPENSATION
INSURANCE ACKNOWLEDGMENT CERTIFICATE**

THIS FORM MUST BE PRINTED OUT, COMPLETED, AND SUBMITTED WITH THE PROPOSAL

VIDEO RENDERING CONSULTANT SERVICES

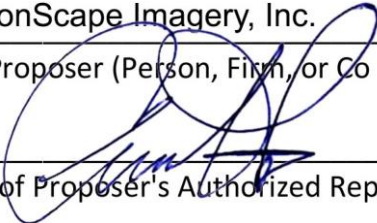
PROPOSER HEREBY CERTIFIES that the Proposer has reviewed and understands the insurance coverage requirements specified in the RFP. Should the Proposer be awarded a contract for Services, Proposer further certifies that the Proposer can meet the specified requirements for insurance, including insurance coverage of any subcontractors, and agrees to name the Town as additional insured for the Services specified.

By certifying this form, the Proposer also understands the Worker's Compensation insurance requirement per the California Labor Code, Sections 1860 and 1861:

I am aware of the provisions of Section 3700 of the Labor Code, which require every employer to be insured against liability for worker's compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

VisionScape Imagery, Inc.

Name of Proposer (Person, Firm, or Corporation)



Signature of Proposer's Authorized Representative

Eduardo Font (Eddie) Principal

Name and Title of Authorized Representative

6/26/2024

Date of Signing

VisionScape Imagery, Inc.

26050 Acero

Mission Viejo, CA 92691

Hourly Rate Sheet

Position	Hourly Rate
Principal Eduardo Font (Eddie)	\$150
Principal Jose Font (Joe)	\$125
Production Management	\$125
Modeling Supervisor	\$125
Modeler 01	\$100
Modeler 02	\$100
IT / GPS Specialist	\$100
Animator 01	\$120
Post Edit / Video 01	\$120
Frame Processing / Render Farm	\$50
Imaging Supervisor	\$125
Imager 01	\$100
Imager 02	\$100
Administrative	\$75
Reprographics & Delivery Fee	15% mark-up
Overtime / Rush Fee	50% mark-up
Accounting Manager	\$100

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