

MEMORANDUM

To: Bill Zenoni, City Manager, City of Wheatland, California

From: Lon Hatamiya, President and CEO, The Hatamiya Group

Date: July 28, 2026

Re: Proposal for Continued Economic Development Consulting – September 2026 to August 2027

On behalf of the Hatamiya Group, ("Consultant"), I am pleased to submit the following proposal to continue our work on economic development strategies for the City of Wheatland. This proposal includes a Summary of Accomplishments for 2025-2026, and the following proposed Scope of Work.

ACCOMPLISHMENTS IN 2025-2026

Economic Development & Community

- Helped launch *Soillab*, a Harvard researcher-led biochar and soil health initiative on Yuba County farms deploying Principal Investigator developed curriculum through FFA chapter partnerships to train high school students in soil sampling and compost optimization. This research positions YARC as a sub-recipient for a three-year FY27 *Healthy Soils* grant pursuit with the Yuba-Sutter Farm Bureau.
- Secured formal listing in the Yuba-Sutter Comprehensive Economic Development Strategy ("CEDS") Annual Performance Report as a strategic regional initiative, pre-qualifying YARC-anchored projects for US Department of Commerce, Economic Development ("EDA") Economic Adjustment Assistance funding.
- Continued information and relationship development with SACOG leadership regarding Beale Expressway priority and the importance of the USAF/USSF presence at Beale AFB for regional economic development, economic impact, and long-term contributions, especially to the City of Wheatland.
- Initiated potential Defense Community Infrastructure Program (DCIP) grant funding mechanisms through Beale Air Force Base and the Office of Local Defense Community Cooperation (OLDCC) for the Yuba County Airport (MYV) improvement study, supporting YARC's economic development mission for Yuba County and the City of Wheatland.
- Produced an internal regional UAS/C-UAS public-private partnership financial feasibility analysis covering Yuba City, Marysville, Wheatland, and Enterprise Rancheria, including IGRA-compliant tribal revenue modeling to identify future research topics of interest in support of Yuba County Economic Development
- Supported Yuba County economic development by aligning applied research, defense partnership, and federal grant opportunities with county priorities, including engagement with county leadership and analysis of regional financing tools

Academic Partnerships

- Placed YARC's first intern at the USAF Air Combat Command ("ACC") Federal Lab (Roseville) under the UC Davis, Yuba Water Agency, and City of Wheatland MOU tied to the ACC Science & Technology Collaborative Research and Development Agreement ("CRADA"), where he designed and executed an applied research experiment on classifying and curating proprietary-format data from fielded systems using unsupervised machine learning, delivering a white paper and formal out-brief to YARC and UC Davis
- Initiated discussions on a tri-party CRADA draft among United States Air Force Academy, UC Davis, and YARC focused on sUAS/C-sUAS research.
- Advanced MOU development with Cal Poly San Luis Obispo and CSU Sacramento as additional research partner and intern pipeline feeder organizations

Federal & Defense Partnerships

- Established a tri-party working group with Sandia National Laboratories and UC Davis to develop the Yuba–Beale Agricultural Defense Test Site, a proposed live-environment test bed for cross-sector threats to military installations (agricultural UAS, biological vectors, water and energy infrastructure disruption), aligned to Office of Under Secretary of War ("OUSW") (R&E) Critical Technology Areas and built around multi-agency exercises, R&D gap discovery, and data generation for AI-informed decision-making.
- Initiated a Counter-Small Unmanned Aircraft Systems ("C-sUAS") partnership linking Beale AFB's 9th Reconnaissance Wing with the Yuba County Sheriff's Office ("YCSO"), including collaborative exercises to conduct operational applied research on drone applications for local law enforcement, search and rescue, and support to military base protection.
- Completed a YARC internal study for Title 10/Title 18 jurisdictional gap analysis for installation point defense and authored a C-sUAS policy paper addressing the jurisdictional seam for senior DOW, DOJ, and DHS audiences.
- Provided technical assistance and analytical assessment of vendor-provided UAS and c-UAS technologies to the YCSO in support of potential pursuit of FY2027 DHS/FEMA Counter-UAS Grant Program (Tier 2) funding.

Organizational Foundation

- Relocated the principal office to 628 D Street, Marysville, with board resolution, IRS notification, and partner communications completed.
- Advanced the 501(c)(3) application, including the Form 1023 program narrative and financial statement reviews for first audit.
- Maintained active SAM.gov registration (current through Feb 2027) supporting federal contracting and grant eligibility.

PROPOSED SCOPE OF WORK

Consultants will prepare an ongoing analysis that highlights strategies and facilitates economic development opportunities under the following specific Tasks.

TASK 1: CONTINUED DEVELOPMENT AND CREATION OF AN OFF-BASE COORDINATING AUTHORITY/ENTITY BETWEEN BEALE AIR FORCE BASE, THE YUBA WATER AGENCY, THE UNIVERSITY OF CALIFORNIA SYSTEM, AND THE CITY OF WHEATLAND WITH A FOCUS ON THE FURTHER DEVELOPMENT OF THE YUBA APPLIED RESEARCH CENTER (“YARC”) IN THE CITY OF WHEATLAND

Consultants will continue to facilitate the development of an off-base entity/coordinating authority through a combined effort of networking with the United States Air Force, United States Space Force, the Department of War, and the Memorandum of Understandings (“MOU’s”) between UC CITRIS and UC Davis, the Yuba Water Agency, the City of Wheatland, and any and all interested parties. This effort will include the possible development of an off-base research facility located upon the AKT property at Jasper Lane and Spenceville Road. We will also pursue additional MOU’s with Scripps Institute, California Polytechnic State University, San Luis Obispo (Cal Poly), Cal Poly Maritime Academy, California State University, Sacramento, and other academic and research institutions.

Deliverable: Build upon the MOU’s and creation of the 501(C)(3) overseeing the development of the YARC within the City of Wheatland that will facilitate of an off-base joint research center and resulting future economic development opportunities. In addition, Consultant(s) will continue discussion with the USAF, USSF, NASA, NOAA, Lawrence Livermore National Laboratory, Sandia National Laboratories, and appropriate defense and federal contractors to site collaborative activities, labs, and/or offices at the YARC upon its completion. Moreover, Consultants will identify appropriate federal, state, local and philanthropic funding options to expedite planning and construction of the YARC.

TASK 2: FACILITATE, DEVELOP, AND ASSIST WITH COORDINATING A STRATEGY FOR THE FUNDING OF THE WHEATLAND BYPASS HIGHWAY PROJECT WITH APPROPRIATE FEDERAL, STATE, AND LOCAL ENTITIES AND PARTNERS.

Consultants will continue to facilitate, develop, and assist in coordinating a strategy for potential funding of the Wheatland Bypass highway project. This effort will include communicating with appropriate federal, state, and local entities and partners to determine the best pathway to completion. It will also include continued coordination with local property owners and the City of Wheatland.

Deliverable: Develop a strategy to expedite the funding and completion of the Wheatland Bypass highway project. Identify appropriate federal and state funding options to expedite planning. Coordinate communications among interested parties.

BUDGET AND SCHEDULE

Consultants propose a fee not to exceed \$25,000 for twelve months beginning in September 2026 and ending in August 2027. Consultants will make every reasonable effort to perform the assignment in a cost-effective manner and will bill on a monthly basis at a rate of \$200/hour. The specific scope of work will be agreed to in regular collaboration and approval of the City Manager.