

RESOLUTION NO. 2706

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SOLEDAD
DIRECTING THE CITY MANAGER TO ENTER INTO A
CONSULTING SERVICES CONTRACT WITH M.A.P.
FOR CONDUCTING A MANAGEMENT SEMINAR
AND ALLOCATING \$13,000 FROM THE
UNAPPROPRIATED FUND BALANCE
OF THE GENERAL**

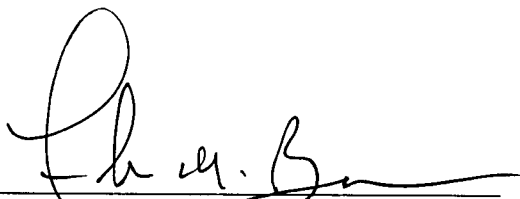
BE IT RESOLVED, by the City Council of the City of Soledad that the City Manager is hereby authorized and directed to enter into a consulting services contract, in the form of the document hereunto attached, marked "Attachment I," with M.A.P. for conducting a Management Seminar and allocating \$13,000 from the Unappropriated Fund Balances of the General Fund.

PASSED AND ADOPTED, by the City Council of the City of Soledad at a regular meeting duly held on the 16th day of September, 1998 by the following vote:

AYES, and in favor thereof, Councilmembers: Ben Jimenez, Jr., Fred Ledesma, Richard Ortiz, Mayor Pro Tem Gary Gerbrandt, Mayor Fabian Barrera

NOES, Councilmembers: None

ABSENT, Councilmembers: None


MAYOR OF THE CITY OF SOLEDAD

ATTEST:


CITY CLERK OF THE CITY OF SOLEDAD



5820 Stoneridge Mall Road, Suite 100
Pleasanton, California 94588
(510) 847-9191 • Fax (510) 847-3091

PROPOSAL SEVEN

August 3, 1998

Ms. Belinda B. Espinosa
City Manager
City of Soledad California
248 Main Street
Soledad, California 93960

Dear Ms. Espinosa,

The following will confirm our discussion of August 3, 1998.

MIN-MAP WORKSHOP TWO TO BE CONDUCTED ON ^{Oct. 2} ~~NOVEMBER 6~~, 1998 FOR
EMPLOYEE 'S THAT ATTENDED THE JUNE 26, 1998 WORKSHOP.

ACTION STEP ONE:

UP-DATE INFORMATION FROM JUNE 26, 1998 WORKSHOP

- We will update information from June 26, 1998 workshop
- We will review past goals take corrective action and set new goals.

The process will also include FIRO-B and DISC Evaluation

The foregoing will be completed and analyzed in preparation for the MINI- MAP Two Workshop.

ACTION STEP TWO:

ONE DAY MINI - MAP TWO WORKSHOP

**OBJECTIVES:**

- Continue to improve the performance of each participant as a professional employee.
- Continue to improve each participant in personal effectiveness.
- Continue to provide each participant in the process to measurably increase the productivity, quality and reserve contribution of his/her area of responsibility.

KEY BENEFITS:

- Each participant will continue to gain:
 - An objective 360 degree look at self and organization.
 - Specific action plans for organizational and personal improvement.
 - A proactive, energetic approach to achieving goals vs. crisis management.
 - Proven management tools and techniques.
 - A common foundation and language for management teams to increase productivity.
 - A system to monitor performance versus goals. Allows for better accountability and corrective action.
 - Greater awareness of leadership impact and how to capitalize on the unique strengths.

PRICE

The price will be a flat fee of Six Thousand Five Hundred Dollars (\$6,500.00)

PAYMENT TERMS

Payment will be due in full upon presentation of our invoice



GENERAL

The pricing extended to The City of Soledad is confidential and is not to indicate that we will always be able to offer such a saving's to the city.

Price does not include the meeting facility (Facility Soledad YMCA) or any type of refreshments. The city will provide the necessary Two (2) easels and One (1) overhead projector, One (1) TV and VCR with VHS capabilities.

We look forward to your approval so we may proceed.

Sincerely,

A handwritten signature in cursive script that reads "Jim L. White".

Jim L. White
Executive Consultant

Accepted this 16th day of September, 1998

The City of Soledad

By: Belinda Espinosa
Belinda Espinosa, City Manager



5820 Stoneridge Mall Road, Suite 100
Pleasanton, California 94588
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PROPOSAL EIGHT

August 3, 1998

Ms. Belinda B. Espinosa
City Manager
City of Soledad California
248 Main Street
Soledad, California 93960

Dear Ms. Espinosa,

The following will confirm our discussion of August 3, 1998.

MIN-MAP WORKSHOP TWO TO BE CONDUCTED ON ^{Oct. 9} ~~NOVEMBER 13~~, 1998 FOR
EMPLOYEE 'S THAT ATTENDED THE JULY 16, 1998 WORKSHOP.

ACTION STEP ONE:

UP-DATE INFORMATION FROM JULY 16, 1998 WORKSHOP

- We will update information from July 16, 1998 workshop
- We will review past goals take corrective action and set new goals.

The process will also include FIRO-B and DISC Evaluation

The foregoing will be completed and analyzed in preparation for the MINI- MAP Two Workshop.

ACTION STEP TWO:

ONE DAY MINI - MAP TWO WORKSHOP

**OBJECTIVES:**

- Continue to improve the performance of each participant as a professional employee.
- Continue to improve each participant in personal effectiveness.
- Continue to provide each participant in the process to measurably increase the productivity, quality and reserve contribution of his/her area of responsibility.

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We look forward to your approval so we may proceed.

Sincerely,

A handwritten signature in black ink, appearing to read "J. White", written over a horizontal line.

Jim L. White
Executive Consultant

Accepted this 16th day of September, 1998

The City of Soledad

By: Belinda Espinosa
Belinda Espinosa, City Manager