

BLUE FOLDER ITEM

Blue folder items are additional back up material to administrative reports and/or public comments received after the printing and distribution of the agenda packet for receive and file.

CITY COUNCIL MEETING JULY 1, 2025

H.14 APPROVE AN AGREEMENT WITH BEACHLIFE FESTIVAL LLC FOR THE PROVISION OF SPECIFIED 2028 SUMMER OLYMPICS MARKETING DELIVERABLES FOR A ONE-TIME COST OF \$40,000 AND THE TERM JULY 1, 2025 TO JUNE 30, 2026

CONTACT: JANE CHUNG, ASSISTANT TO THE CITY MANAGER

- **SIGNED AGREEMENT**
- **LIST OF INVITEES AND ATEENDEES OF THE MAYOR'S 28 OLYMPIC COMMITTEE MEETING ON JULY 11, 2025**
- **LIST OF INVITEES AND ATEENDEES OF THE LA28 MARKETING SUBCOMMITTEE MEETING ON JULY 18, 2025**
- **PSM COMMUNICATION ARTS PROPOSAL**
- **BRIEFING - POWERPOINT PRESENTATION**

**AGREEMENT FOR CONSULTING SERVICES
BETWEEN THE CITY OF REDONDO BEACH
AND BEACHLIFE FESTIVAL LLC**

THIS AGREEMENT FOR CONSULTING SERVICES (this "Agreement") is made between the City of Redondo Beach, a chartered municipal corporation ("City") and BeachLife Festival LLC, a Limited Liability Corporation. ("Consultant" or "Contractor").

The parties hereby agree as follows:

1. Description of Project or Scope of Services. The project description or scope of services to be provided by Consultant, and any corresponding responsibilities of City, or services required to be performed by City are set forth in Exhibit "A."
2. Term and Time of Completion. Consultant shall commence and complete the project or services described in Exhibit "A" in accordance with the schedule set forth in Exhibit "B".
3. Compensation. City agrees to pay Consultant for work performed in accordance with Exhibit "C".
4. Insurance. Consultant shall adhere to the insurance requirements outlined in Exhibit "D", unless otherwise waived by the City's Risk Manager.

* * * * *

GENERAL PROVISIONS

1. Independent Contractor. Consultant acknowledges, represents and warrants that Consultant is not a regular or temporary employee, officer, agent, joint venturer or partner of the City, but rather an independent contractor. This Agreement shall not be construed as a contract of employment. Consultant shall have no rights to any benefits which accrue to City employees unless otherwise expressly provided in this Agreement. Due to the independent contractor relationship created by this Agreement, the City shall not withhold state or federal income taxes, the reporting of which shall be Consultant's sole responsibility.
2. Brokers. Consultant acknowledges, represents and warrants that Consultant has not hired, retained or agreed to pay any entity or person any fee, commission, percentage, gift, or any other consideration, contingent upon or resulting from the award or making of this Agreement.
3. City Property. All plans, drawings, reports, calculations, data, specifications, videos, graphics or other materials prepared for or obtained pursuant to this Agreement shall upon request be delivered to the City within a reasonable time, and the rights thereto shall be deemed assigned to the City. If applicable,

Consultant shall prepare check prints upon request. Said plans, drawings, reports, calculations, data, specifications, videos, graphics or other materials, shall be specific for the project herein and shall not be used by the City for any other project without Consultant's consent. Notwithstanding the foregoing, Consultant shall not be obligated to assign any proprietary software or data developed by or at the direction of Consultant for Consultant's own use; provided, however, that Consultant shall, pursuant to Paragraph 14 below, indemnify, defend and hold the City harmless from and against any discovery or Public Records Act request seeking the disclosure of any such proprietary software or data.

4. Inspection. If the services set forth in Exhibit "A" shall be performed on City or other public property, the City shall have the right to inspect such work without notice. If such services shall not be performed on City or other public property, the City shall have the right to inspect such work upon reasonable notice. Inspections by the City shall not relieve or minimize the responsibility of Consultant to conduct any inspections Consultant has agreed to perform pursuant to the terms of this Agreement. Consultant shall be solely liable for said inspections performed by Consultant. Consultant shall certify in writing to the City as to the completeness and accuracy of each inspection required to be conducted by Consultant hereunder.
5. Services. The project or services set forth in Exhibit "A" shall be performed to the full satisfaction and approval of the City. In the event that the project or services set forth in Exhibit "A" are itemized by price in Exhibit "C", the City in its sole discretion may, upon notice to Consultant, delete certain items or services set forth in Exhibit "A", in which case there shall be a corresponding reduction in the amount of compensation paid to Consultant. City shall furnish Consultant to the extent available, with any City standards, details, specifications and regulations applicable to the Project and necessary for the performance of Consultant's services hereunder. Notwithstanding the foregoing, any and all additional data necessary for design shall be the responsibility of Consultant.
6. Records. Consultant, including any of its subcontractors shall maintain full and complete documents and records, including accounting records, employee time sheets, work papers, and correspondence pertaining to the project or services set forth in Exhibit "A". Consultant, including any of its subcontractors shall make such documents and records available for City review or audit upon request and reasonable notice, and shall keep such documents and records, for at least four (4) years after Consultant's completion of performance of this Agreement. Copies of all pertinent reports and correspondence shall be furnished to the City for its files.
7. Changes and Extra Work. All changes and/or extra work under this Agreement shall be performed and paid for in accordance with the following:

Only the City Council, City Manager, or the Department Head responsible for the administration of, or supervision of the scope of work under, this Agreement may authorize extra and/or changed work. Consultant expressly recognizes that other City personnel are without authorization to either order extra and/or changed work or waive contract requirements. Failure of Consultant to secure the written authorization for such extra and/or changed work shall constitute a waiver of any and all right to adjustment in contract price due to such unauthorized work and Consultant thereafter shall be entitled to no compensation whatsoever for performance of such work.

If Consultant is of the opinion that any work which Consultant has been directed to perform is beyond the scope of this Agreement and constitutes extra work, Consultant shall promptly notify the City of the fact. The City shall make a determination as to whether or not such work is, in fact, beyond the scope of this Agreement and constitutes extra work. In the event that the City determines that such work does constitute extra work, City shall provide extra compensation to Consultant on a fair and equitable basis. A written amendment providing for such compensation for extra work shall be executed by Consultant and the City.

8. Additional Assistance. If this Agreement requires Consultant to prepare plans and specifications, Consultant shall provide assistance as necessary to resolve any questions regarding such plans and specifications that may arise during the period of advertising for bids, and Consultant shall issue any necessary addenda to the plans and specifications as requested. In the event Consultant is of the opinion that City's requests for addenda and assistance is outside the scope of normal services, the parties shall proceed in accordance with the changes and extra work provisions of this Agreement.
9. Professional Ability. Consultant acknowledges, represents and warrants that Consultant is skilled and able to competently provide the services hereunder, and possesses all professional licenses, certifications, and approvals necessary to engage in its occupation. City has relied upon the professional ability and training of Consultant as a material inducement to enter into this Agreement. Consultant shall perform in accordance with generally accepted professional practices and standards of Consultant's profession.
10. Business License. Consultant shall obtain a Redondo Beach Business License before performing any services required under this Agreement. The failure to so obtain such license shall be a material breach of this Agreement and grounds for immediate termination by City; provided, however, that City may waive the business license requirement in writing under unusual circumstances without necessitating any modification of this Agreement to reflect such waiver.
11. Termination Without Default. Notwithstanding any provision herein to the contrary, the City may, in its sole and absolute discretion and without cause, terminate this Agreement at any time prior to completion by Consultant of the

project or services hereunder, immediately upon written notice to Consultant. In the event of any such termination, Consultant shall be compensated for: (1) all authorized work satisfactorily performed prior to the effective date of termination; and (2) necessary materials or services of others ordered by Consultant for this Agreement, prior to Consultant's receipt of notice of termination, irrespective of whether such materials or services of others have actually been delivered, and further provided that Consultant is not able to cancel such orders. Compensation for Consultant in such event shall be determined by the City in accordance with the percentage of the project or services completed by Consultant; and all of Consultant's finished or unfinished work product through the time of the City's last payment shall be transferred and assigned to the City. In conjunction with any termination of this Agreement, the City may, at its own expense, make copies or extract information from any notes, sketches, computations, drawings, and specifications or other data, whether complete or not.

12. Termination in the Event of Default. Should Consultant fail to perform any of its obligations hereunder, within the time and in the manner provided or otherwise violate any of the terms of this Agreement, the City may immediately terminate this Agreement by giving written notice of such termination, stating the reasons for such termination. Consultant shall be compensated as provided immediately above, provided, however, there shall be deducted from such amount the amount of damages if any, sustained by the City by virtue of Consultant's breach of this Agreement.
13. Conflict of Interest. Consultant acknowledges, represents and warrants that Consultant shall avoid all conflicts of interest (as defined under any federal, state or local statute, rule or regulation, or at common law) with respect to this Agreement. Consultant further acknowledges, represents and warrants that Consultant has no business relationship or arrangement of any kind with any City official or employee with respect to this Agreement. Consultant acknowledges that in the event that Consultant shall be found by any judicial or administrative body to have any conflict of interest (as defined above) with respect to this Agreement, all consideration received under this Agreement shall be forfeited and returned to City forthwith. This provision shall survive the termination of this Agreement for one (1) year.
14. Indemnity Design Professional Services. In connection with its design professional services and to the maximum extent permitted by law, Consultant shall hold harmless and indemnify City, and its officials, officers, employees, agents, and designated volunteers (collectively, "Indemnitees"), with respect to any and all claims, demands, causes of action, damages, injuries, liabilities, losses, costs or expenses, including reimbursement of attorneys' fees and costs of defense, which arise out of, pertain to, or relate to in whole or in part to the negligence, recklessness, or willful misconduct of Consultant or any of its officers, employees, subcontractors, or agents in the performance of its design

professional services under this Agreement, except for such loss or damage arising from the sole negligence or willful misconduct of the City.

- a. Other Indemnities. In connection with any and all claims, demands, causes of action, damages, injuries, liabilities, losses, costs or expenses, including attorneys' fees and costs of defense (collectively, "Damages" hereinafter) not covered by the foregoing paragraph, and to the maximum extent permitted by law, Consultant shall defend, hold harmless and indemnify the Indemnitees with respect to any and all Damages, which arise out of, pertain to, or relate to the acts or omissions of Consultant or any of its officers, employees, subcontractors, or agents in the performance of this Agreement, except for such loss or damage arising from the sole negligence or willful misconduct of the City. Consultant shall defend Indemnitees in any action or actions filed in connection with any such Damages. Notwithstanding the foregoing, nothing in this Section 14 shall be construed to encompass Indemnitees' active negligence to the limited extent that this Agreement is subject to Civil Code Section 2782(b). Consultant's obligation to indemnify shall not be restricted to insurance proceeds, if any, received by Consultant or Indemnitees. This indemnification obligation shall survive this Agreement and shall not be limited by any term of any insurance policy required under this Agreement.
 - b. Nonwaiver of Rights. Indemnitees do not and shall not waive any rights that they may possess against Consultant because the acceptance by City, or the deposit with City, of any insurance policy or certificate required pursuant to this Agreement.
 - c. Waiver of Right of Subrogation. Consultant, on behalf of itself and all parties claiming under or through it, hereby waives all rights of subrogation and contribution against the Indemnitees.
15. Insurance. Consultant shall comply with the requirements set forth in Exhibit "D". Insurance requirements that are waived by the City's Risk Manager do not require amendments or revisions to this Agreement.
 16. Non-Liability of Officials and Employees of the City. No official or employee of the City shall be personally liable for any default or liability under this Agreement.
 17. Compliance with Laws. Consultant shall comply with all federal, state and local laws, statutes, ordinances, rules and regulations, and the orders and decrees of any courts or administrative bodies or tribunals, with respect to this Agreement, including without limitation all environmental laws, and employment laws.
 18. Non-Discrimination. Consultant shall comply with all applicable federal, state, and local laws, ordinances, regulations, and codes prohibiting discrimination, including but not limited to the Civil Rights Act of 1964, the Americans with Disabilities Act of 1990, and the California Fair Employment and Housing Act.

Consultant shall not discriminate against any employee or applicant for employment on the basis of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, age, sexual orientation, military and veteran status, or any other legally protected characteristic. Consultant shall ensure that the evaluation and treatment of its employees and applicants for employment are free from such discrimination and harassment. Consultant shall include a similar non-discrimination provision in all subcontracts related to the performance of this Agreement.

19. Limitations upon Subcontracting and Assignment. Consultant acknowledges that the services which Consultant shall provide under this Agreement are unique, personal services which, except as otherwise provided herein, Consultant shall not assign or sublet to any other party without the prior written approval of City, which approval may be withheld in the City's sole and absolute discretion. In the event that the City, in writing, approves any assignment or subletting of this Agreement or the retention of subcontractors by Consultant, Consultant shall provide to the City upon request copies of each and every subcontract prior to the execution thereof by Consultant and subcontractor. Any attempt by Consultant to assign any or all of its rights under this Agreement without first obtaining the City's prior written consent shall constitute a material default under this Agreement.

The sale, assignment, transfer or other disposition, on a cumulative basis, of twenty-five percent (25%) or more of the ownership interest in Consultant or twenty-five percent (25%) or more the voting control of Consultant (whether Consultant is a corporation, limited liability company, partnership, joint venture or otherwise) shall constitute an assignment for purposes of this Agreement. Further, the involvement of Consultant or its assets in any transaction or series of transactions (by way of merger, sale, acquisition, financing, transfer, leveraged buyout or otherwise), whether or not a formal assignment or hypothecation of this Agreement or Consultant's assets occurs, which reduces Consultant's assets or net worth by twenty-five percent (25%) or more shall also constitute an assignment for purposes of this Agreement.

20. Subcontractors. Consultant shall provide properly skilled professional and technical personnel to perform any approved subcontracting duties. Consultant shall not engage the services of any person or persons now employed by the City without the prior written approval of City, which approval may be withheld in the City's sole and absolute discretion.
21. Integration. This Agreement constitutes the entire agreement between the parties concerning the subject matter hereof and supersedes any previous oral or written agreement; provided, however, that correspondence or documents exchanged between Consultant and City may be used to assist in the interpretation of the exhibits to this Agreement.

22. Amendment. This Agreement may be amended or modified only by a subsequent written amendment executed by both parties.
23. Conflicting Provisions. In the event of a conflict between the terms and conditions of this Agreement and those of any exhibit or attachment hereto, this Agreement proper shall prevail. In the event of a conflict between the terms and conditions of any two or more exhibits or attachments hereto, those prepared by the City shall prevail over those prepared by Consultant.
24. Non-Exclusivity. Notwithstanding any provision herein to the contrary, the services provided by Consultant hereunder shall be non-exclusive, and City reserves the right to employ other contractors in connection with the project.
25. Exhibits. All exhibits hereto are made a part hereof and incorporated herein by reference; provided, however, that any language in Exhibit "A" which does not pertain to the project description, proposal, or scope of services (as applicable) to be provided by Consultant, or any corresponding responsibilities of City, shall be deemed extraneous to, and not a part of, this Agreement.
26. Time of Essence. Time is of the essence of this Agreement.
27. Confidentiality. To the extent permissible under law, Consultant shall keep confidential its obligations hereunder and the information acquired during the performance of the project or services hereunder.
28. Third Parties. Nothing herein shall be interpreted as creating any rights or benefits in any third parties. For purposes hereof, transferees or assignees as permitted under this Agreement shall not be considered "third parties."
29. Governing Law and Venue. This Agreement shall be construed in accordance with the laws of the State of California without regard to principles of conflicts of law. Venue for any litigation or other action arising hereunder shall reside exclusively in the Superior Court of the County of Los Angeles, Southwest Judicial District.
30. Attorneys' Fees. In the event either party to this Agreement brings any action to enforce or interpret this Agreement, the prevailing party in such action shall be entitled to reasonable attorneys' fees (including expert witness fees) and costs. This provision shall survive the termination of this Agreement.
31. Claims. Any claim by Consultant against City hereunder shall be subject to Government Code §§ 800 *et seq.* The claims presentation provisions of said Act are hereby modified such that the presentation of all claims hereunder to the City shall be waived if not made within six (6) months after accrual of the cause of action.

32. Interpretation. Consultant acknowledges that it has had ample opportunity to seek legal advice with respect to the negotiation of this Agreement. This Agreement shall be interpreted as if drafted by both parties.
33. Warranty. In the event that any product shall be provided to the City as part of this Agreement, Consultant warrants as follows: Consultant possesses good title to the product and the right to transfer the product to City; the product shall be delivered to the City free from any security interest or other lien; the product meets all specifications contained herein; the product shall be free from material defects in materials and workmanship under normal use for a period of one (1) year from the date of delivery; and the product shall be fit for its intended purpose(s). Notwithstanding the foregoing, consumable and maintenance items (such as light bulbs and batteries) shall be warranted for a period of thirty (30) days from the date of delivery. All repairs during the warranty period shall be promptly performed by Consultant, at Consultant's expense, including shipping. Consultant shall not be liable under this warranty for an amount greater than the amount set forth in Exhibit "C" hereto.
34. Severance. Any provision of this Agreement that is found invalid or unenforceable shall be deemed severed, and all remaining provisions of this Agreement shall remain enforceable to the fullest extent permitted by law.
35. Authority. City warrants and represents that upon City Council approval, the Mayor of the City of Redondo Beach is duly authorized to enter into and execute this Agreement on behalf of City. The party signing on behalf of Consultant warrants and represents that he or she is duly authorized to enter into and execute this Agreement on behalf of Consultant, and shall be personally liable to City if he or she is not duly authorized to enter into and execute this Agreement on behalf of Consultant.
36. Waiver. The waiver by the City of any breach of any term or provision of this Agreement shall not be construed as a waiver of any subsequent breach.

SIGNATURES FOLLOW ON NEXT PAGE

IN WITNESS WHEREOF, the parties have executed this Agreement in Redondo Beach, California, as of this 1st day of July, 2025.

CITY OF REDONDO BEACH,
a chartered municipal corporation

BEACHLIFE FESTIVAL LLC,
a limited liability company

James A. Light, Mayor

DocuSigned by:

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By: _____
Name: Sam Meyers
Title: Festival Director

ATTEST:

APPROVED:

Eleanor Manzano, City Clerk

Diane Strickfaden, Risk Manager

APPROVED AS TO FORM:

Joy A. Ford, City Attorney

EXHIBIT "A"

PROJECT DESCRIPTION AND/OR SCOPE OF SERVICES

CONSULTANT'S DUTIES

Consultant shall perform the following duties.

1. Develop marketing theme and strategy designed to attract Olympic Teams and Organizations as well as sponsors for potential Olympic Watch Party site(s), National Hospitality House, Training and/or administrative center.
2. Gather and integrate assets City has to offer into marketing products
 - a. Including assets that may be offered by others in the Community and on the Redondo Olympic Committee
3. Produce and provide the following three marketing products by July 31, 2025, with periodic updates to the three marketing products as deemed necessary by the City until the Agreement termination date of June 30, 2026:
 - a. Marketing video (Deliverable 1)
 - b. Marketing website and social media (Deliverable 2)
 - c. "Flat" marketing materials (such as pdf handouts) that can be sent out as email attachments or printed materials (Deliverable 3)
4. Ensure all marketing products dovetail together and support one another in messaging and content
5. Reuse of media and products used for BeachLife and CA Surf Club marketing to accelerate timelines and enhance quality of marketing of the three marketing products.
6. Hold interim meetings as the three marketing products are developed to ensure City approval throughout process
7. All three marketing products must be approved by City before going public
8. All three marketing products become the property of the City
9. City to provide official logos and similar materials as needed in the development of the three marketing products

EXHIBIT "B"

TERM AND TIME OF COMPLETION

Term. This Agreement shall commence on July 1, 2025 and shall continue until June 30, 2026, unless otherwise terminated as herein provided.

Initial tranche of deliverables (three marketing products) are due on July 31, 2025.

Subsequent minor updates to deliverables (three marketing products), as necessary, are due through June 30, 2026.

EXHIBIT "C"
COMPENSATION

Provided Consultant is not in default under this Agreement, Consultant shall be compensated as provided below.

1. **AMOUNT.** Total not-to-exceed amount of \$40,000.
2. **METHOD OF PAYMENT.** Consultant shall provide invoices to City for approval and payment. Invoices must be adequately detailed, based on accurate records, and in a form reasonably satisfactory to City. Consultant may be required to provide back-up material upon request.
3. **SCHEDULE FOR PAYMENT.** Consultant shall be paid according to the following schedule:
 - 50% of compensation upon execution of Agreement
 - 25% of compensation after Video completion (Deliverable 1)
 - 25% of compensation after Website / PDF completion (Deliverables 2 and 3)
4. **NOTICE.** Written notices to City and Consultant shall be given by registered or certified mail, postage prepaid, email, or personally served, and addressed to the following parties.

Consultant: BeachLife Festival LLC
250 N Harbor Drive
Redondo Beach, CA 90277
Attention: BeachLife Festival Director Sam Meyers
sam@thebeachlifefestival.com
310.944.4703

City: City of Redondo Beach
415 Diamond Street
Redondo Beach, CA 90277
Attention: Assistant to City Manager Jane Chung
Jane.chung@redondo.org
310.697.3237

All notices, including notices of address changes, provided under this Agreement are deemed received as follows: (1) on the second business day after emailing, provided that no "bounce-back" or similar message indicating non-delivery is received; (2) on the third day after mailing if sent by registered or certified mail; or

(3) upon personal delivery. Changes in the respective address set forth above may be made from time to time by any party upon written notice to the other party in accordance with this section.

EXHIBIT "D"

INSURANCE REQUIREMENTS FOR CONSULTANTS

Without limiting Consultant's indemnification obligations under this Agreement, Consultant shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the Consultant, its agents, representatives, or employees.

Minimum Scope of Insurance

Coverage shall be at least as broad as:

Insurance Services Office Commercial General Liability coverage (occurrence form CG 0001).

Insurance Services Office form number CA 0001 (Ed. 1/87) covering Automobile Liability, code 1 (any auto).

Workers' Compensation insurance as required by the State of California.

Employer's Liability Insurance.

Errors and Omissions liability insurance appropriate to the consultant's profession. Architects' and Engineers' coverage is to be endorsed to include contractual liability.

Minimum Limits of Insurance

Consultant shall maintain limits no less than:

General Liability: \$2,000,000 per occurrence for bodily injury, personal injury and property damage. The general aggregate limit shall apply separately to this project/location.

Automobile Liability: \$1,000,000 per accident for bodily injury and property damage.

Employer's Liability: \$1,000,000 per accident for bodily injury or disease.

Errors and Omissions liability: \$1,000,000 per occurrence.

Deductibles and Self-Insured Retentions

Any deductibles or self-insured retentions must be declared to and approved by the City. At the option of the City, either: (1) the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects the City, its officers, officials, employees and volunteers or (2) the Consultant shall provide a financial guarantee satisfactory to the City guaranteeing payment of losses and related investigations, claim administration and defense expenses.

Other Insurance Provisions

The general liability and automobile liability policies are to contain, or be endorsed to contain, the following provisions:

Additional Insured Endorsement:

General Liability: The City, its officers, elected and appointed officials, employees, and volunteers are to be covered as insureds with respect to liability arising out of work performed by or on behalf of the Consultant. General liability coverage can be provided in the form of an endorsement to the Consultant's insurance, or as a separate owner's policy.

Automobile Liability: The City, its officers, elected and appointed officials, employees, and volunteers are to be covered as insureds with respect to liability arising out of automobiles owned, leased, hired or borrowed by or on behalf of the Consultant.

For any claims related to this project, the Consultant's insurance coverage shall be primary insurance as respects the City, its officers, elected and appointed officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees, or volunteers shall be excess of the Consultant's insurance and shall not contribute with it.

Each insurance policy required by this clause shall be endorsed to state that coverage shall not be canceled by either party, except after thirty (30) days prior written notice by certified mail, return receipt requested, has been given to the City.

Each insurance policy shall be endorsed to state that the inclusion of more than one insured shall not operate to impair the rights of one insured against another insured, and the coverages afforded shall apply as though separate policies had been issued to each insured.

Errors and Omissions policy, if written on a claims made basis, shall be maintained by the Consultant for a period of one year after the completion of the project.

Each insurance policy shall be in effect prior to awarding the contract and each insurance policy or a successor policy shall be in effect for the duration of the project.

The maintenance of proper insurance coverage is a material element of the contract and failure to maintain or renew coverage or to provide evidence of renewal may be treated by the City as a material breach of contract on the Consultant's part.

Acceptability of Insurers

Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A:VII and which are authorized to transact insurance business in the State of California by the Department of Insurance.

Verification of Coverage

Consultant shall furnish the City with original certificates and amendatory endorsements effecting coverage required by this clause. The endorsements should be on the City authorized forms provided with the contract specifications. Standard ISO forms which shall be subject to City approval and amended to conform to the City's requirements may be acceptable in lieu of City authorized forms. All certificates and endorsements are to be received and approved by the City before the contract is awarded. The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements effecting the coverage required by these specifications at any time.

Subcontractors

Consultant shall include all subcontractors as insured under its policies or shall furnish separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to all of the requirements stated herein.

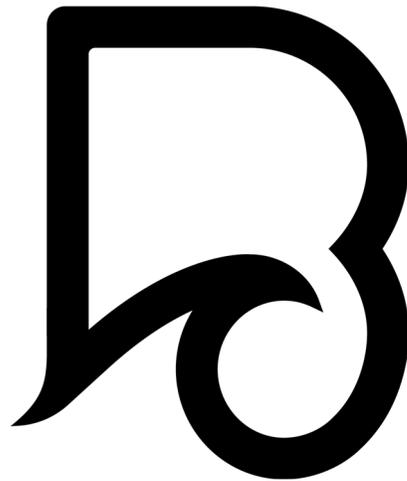
Risk Management

Consultant acknowledges that insurance underwriting standards and practices are subject to change, and the City reserves the right to make changes to these provisions in the reasonable discretion of its Risk Manager.

EXHIBIT “E”

BeachLife LLC Proposal

The BeachLife Festival LLC proposal (“Proposal”) attached hereto is hereby incorporated herein. Where the Proposal conflicts with this Agreement, which includes Exhibits A through D, the terms of the Agreement shall prevail.



Redondo Beach – Salt, Sand, and Olympic Soul

Redondo Beach Olympic Destination Marketing

Initiative BeachLife Festival Proposal

Deliverables

Marketing Video

- 1× Cinematic Promotional Video (3–5 minutes)
- 2× Short Social Cutdowns (30-second and 15-second formats)
- Optional vertical-format video (e.g., for Instagram Reels/TikTok) upon request
- All versions exported and optimized for web, social media, and presentation use

Marketing Website

- Branded microsite featuring the promotional video, Redondo Beach content, athlete/family messaging, venue integration, and contact functionality

Strategic Advantage: BeachLife Festival’s In-House Production Capabilities

BeachLife Festival provides end-to-end creative and media development in-house, eliminating the need for external vendors and expediting production timelines. Our capabilities include:

- **Experienced Media Production Team** – Story-driven directors, editors, and producers
- **Creative Design Studio** – Branding, graphics, UI/UX specialists
- **FAA-Certified Drone Operator** – Capturing aerial footage of venues and beachfront properties
- **Content Archive** – Over six years of high-resolution festival, waterfront, and community footage
- **Digital Marketing Expertise** – Implementation of SEO, Pixel Tracking, Google Search Ads, and Meta campaigns

Budget

The City of Redondo Beach has allocated **\$40,000** toward the execution of this initiative. This budget covers all production, labor, licensing, design, hosting setup, and post-production services required to deliver the outlined video and website deliverables.

- No agency layers and minimal additional subcontractors are needed due to BeachLife's internal capacity
- The budget will support all five phases of the production lifecycle through final delivery by **July 31, 2025**
- Cost containment is achieved through reuse of existing footage and use of owned resources

Note: All work is performed within the approved budget ceiling, with itemized cost tracking available upon request for transparency

Olympic Athlete Access & Interview Production

BeachLife has curated and filmed compelling content with Olympic athletes including but not limited to:

- Eric Fonoimoana – Beach Volleyball
- Misty May-Treanor – Beach Volleyball
- Kerri Walsh Jennings – Beach Volleyball
- Tayyiba Haneef-Park – Indoor Volleyball
- Paul George – Basketball

We bring the storytelling capacity and trusted relationships to secure impactful athlete interviews, integrated with cinematic visuals and purposeful narration.

Production Timeline

Phase 1 – Pre-Production

June 24 – July 5, 2025

- Finalize creative direction, themes, and talent
- Select clips from the existing media archive
- Script and storyboard long and short video formats
- Website design concept and draft wireframes

Phase 2 – Content

Capture July 6 – July

14, 2025

- Record new interviews with Olympic athletes and Redondo leaders
- Film b-roll at key locations (Seaside Lagoon, Surf Club, pier, community scenes)
- Capture aerial footage and lifestyle visuals

Phase 3 – Post-Production and

Development July 15 – July 24, 2025

- Edit long-form and cutdown videos
- Complete animation, music scoring, and graphic overlays
- Build the website and optimize for mobile/desktop experience

Phase 4 – Review and

Revisions July 25 – July 28,

2025

- Submit videos and website for City review
- Gather feedback and apply revisions
- Finalize content across all platforms

Phase 5 – Final

Delivery By July

31, 2025

- Handoff all deliverables to the City of Redondo Beach
 - Provide documentation and guidelines for content use
 - Deliver media archive and site management access
-

Post-Launch Services

- Mutually agreed updates through June 2026
 - Mutually agreed social media variant support and campaign adaptation
 - Guidance on marketing metrics and reach optimization
-

Compliance and Ownership

- All deliverables are submitted for City approval prior to use
- The City of Redondo Beach retains full ownership of all final content
- Video, website, and messaging are cross-aligned per City's scope

LIST OF INVITEES AND ATTENDEES OF THE MAYOR'S 28 OLYMPIC COMMITTEE MEETING ON JULY 11, 2025

Jim Light	Mayor
Chadwick Castle	City Councilmember
Paige Kaluderovic	City Councilmember
Mike Witzansky	City Manager
Patrick Butler	Fire Chief
Curt Mahoney	Harbormaster
Joe Hoffman	Police Chief
Elizabeth Hause	Community Services Director
Kelly Orta	Community Services Deputy Director
Greg Kapovich	Waterfront and Economic Development Director
Katherine Buck	Waterfront & Economic Development Manager
Andrew Winje	Public Works Director
Jane Chung	Assistant to the City Manager
Renee Michel	Executive Assistant
Kevin O'Brien	PSM Communication Arts
Lee Coller	Harbor Commissioner
Mark Hansen	King Harbor Yacht Club
Mickey Marraffino	North Redondo Beach Business Association
Nicole Wesley	Redondo Beach Unified School District
Rebecca Elder	Noble House Hotels Resorts (Portofino Hotel)
Roger Carlson	Harbor Commissioner
Tim Dodd	New Zealand Olympic Committee (NZOC)
Tom Bakaly	Beach Cities Health District
Mara Santos	Redondo Beach Chamber of Commerce
Allen Sanford	BeachLife LLC
Jonny Simms	BeachLife LLC

LIST OF INVITEES AND ATTENDEES OF THE LA28 MARKETING SUBCOMMITTEE MEETING ON JULY 18, 2025

Jim Light	Mayor
Katherine Buck	Waterfront & Economic Development Manager
Jane Chung	Assistant to the City Manager
Kevin O'Brien	PSM Communication Arts
Mark Hansen	King Harbor Yacht Club
Rebecca Elder	Noble House Hotels Resorts (Portofino Hotel)
Tim Dodd	New Zealand Olympic Committee (NZOC)
Sam Myers	BeachLife LLC



CITY OF REDONDO BEACH
MARKETING PROJECT PROPOSAL OUTLINE
Attracting LA28 Olympic Planning Committees to Redondo Beach
June 21, 2025

I. Executive Summary

- **Purpose:** Position Redondo Beach as a preferred host for LA28 Olympic Live Sites, including watch parties, hospitality houses, and training facilities.
 - **Urgency:** Capitalize on the limited window ahead of the August 2025 "Open Days" to attract uncommitted NOCs.
 - **Opportunity:** Drive economic benefit through increased tourism, hotel occupancy, dining, and exposure by establishing Redondo Beach as a hub for Olympic visitors and global sponsors.
-

II. Project Objectives

IMMEDIATE 2025 OBJECTIVES

1. Promote Redondo Beach as a premiere Live Site destination.
2. Showcase the city's unique assets, cultural appeal, and infrastructure readiness.

2026-2027 OBJECTIVES (OUTSIDE CURRENT PROPOSAL)

1. Secure partnerships with NOCs and corporate sponsors ahead of LA28.
 2. Drive hotel bookings, restaurant traffic, and general economic growth through Olympic-related tourism.
-

III. Key Audiences

- National Olympic Committees (NOCs)
 - International Media & Delegations
 - Corporate Sponsors & Hospitality Planners
 - General Visitors & Olympic Fans
-

IV. Core Deliverables

A. Digital Marketing One-Sheet

- Align with the "Center of All Things LA" tourism brand campaign – the heart of the social vibrancy and visitor experiences for ALL VISITORS

- High-level overview of Redondo Beach’s assets:
 - Venues & training facilities
 - Lodging capabilities & hospitality offerings
 - Cultural attractions & community vibe
 - Geographic advantages: proximity to major Olympic venues
- Downloadable PDF format

B. Website Development

- Create an LA28 Olympic-specific section on RedondoBeachTourism.com
- Pages to include:
 - Training venues & athletic facilities (with specs & availability)
 - Lodging options (capacity, amenities, group booking info)
 - Dining, entertainment, cultural attractions
 - Transportation & logistics (distance to Olympic sites)
 - Branded promotional video
 - Contact form or inquiry hub for NOCs/sponsors

C. Promotional Video (Max 6 Minutes)

- Highlighting:
 - Redondo Beach’s Olympic readiness (training spaces, large event management)
 - Lifestyle and culture (beach, sports, nightlife, cuisine & large-scale events like BeachLife,)
 - Local hotel partnerships & accommodations
- Source footage from:
 - Redondo Beach Tourism Board
 - BeachLife Festival
 - King Harbor Yacht Club
 - Redondo Beach Pier
 - Local media & business partners
- Includes voiceover &/or text overlays to reinforce key messages

V. Proposed Timeline

Phase	Date Range	Key Activities
Creative Development & Production	6/25 – 7/15/25	One-sheet design, web page content, video scripting, asset collection, video editing
Outreach & Activation	7/16 – 7/31/25	City distributes materials to NOCs & sponsors; support in hosting "Open Day" visits (NOT WITHIN PROJECT PROPOSAL)

VI. PROPOSED BUDGET OUTLINE

SCOPE	BUDGET
Creative Concepting / Art Direction	\$11,000
Web, Collateral and Secondary Design	\$6,200
Video Shoots and Content Creation	\$4,700
Video Editing	\$6,000
Web Programming	\$7,100
Organic Social Media Content Creation/Posting	\$6,500
Editorial Content Creation and Media Outreach	\$5,000
Project Management, Coordination, Meeting Time	\$2,000
Buyouts, Contingency	\$1,000

Olympic Committee and Olympic Marketing Contract

1 Jul 2025

Jim Light, Mayor



REDONDO
BEACH

LA 28 Olympics - Background

- 5 Apr - Mayor Bass called Mayor Convening of all 88 Mayors in LA County
 - Venue Location
 - Watch Party at all 88 cities
 - Relayed briefing to staff and Council –
 - Announced my intent to form Redondo Committee
 - Accepted inputs on membership
- Subsequent conversations with Vic Nol, LA28 Director of Venue Relations
 - Watch parties to be funded by cities and to use logo and direct feed must comply with yet to be established requirements
 - Cities are on their own for Watch Party logistics and funding
 - Cities on their own for attracting teams and nations to their towns
 - LA28 provides flat cite where cities can list assets that may be attractive to teams

LA 28 Olympics - Background

- Discussions with Mayor O'Brian, Culver City
 - Supervisor Mitchell's Mayor Convening – 8 May
 - Already locked down New Zealand Team "Hospitality House"
 - Details on how they were selected by New Zealand
- Meeting of Olympic Committee – 11 Jun
 - Three opportunities:
 - Watch Party
 - Hospitality City
 - Training and/or admin facility for participating nations
 - Marketing required for sponsors and for attracting teams
 - Teams visiting in LA in mid-late July – determined we needed act fast on Marketing
 - Determined need for Olympic Marketing subcommittee due to short timelines
 - Action for all to submit assets and contacts at Embassies/Consulates
 - Meeting announced before and after meeting date at City Council meetings

LA 28 Olympic Marketing

- 17 Jun – Council includes \$50K budget for Olympic marketing
- 18 Jun - Meeting of Olympic Marketing Subcommittee
 - Discovered teams coming to LA slipped to August
 - Discussed need for Digital Marketing including
 - Digital marketing: pitch deck, flyers and brochure
 - Promo video(s)
 - Dedicated website
 - Asked for: asset listings and marketing resource listing
- BeachLife and PSM offered that they would like to bid the work
- I put together SOW and incorporated comments from staff
- Got two bids. BeachLife was lower price and very well situated with raw video and image reuse from BeachLife marketing

Olympic Committee Make Up



Name	Org	Committee (invited/attended)	Marketing Subcommittee
Jim Light	Mayor	X/X	X/X
Paige Kaluderovic, Chadwick Castle	Council	X/X	
Jane Chun/Mike Witzansky	CM Rep	X/X	X/X
Katherine Buck/Greg Kapovich	WED	X/X	X/X
Elizabeth House/Kelly Orta	Comm Svcs	X	
Curt Mahoney/Pat Butler	Fire/Harbor Mstr	X/X	
Andy Winje	PW	x	
Joe Hoffman	PD	x	
Nikki Wesley	RBUSD	X/X	
Tom Bakaly	BCHD	X/X	
Lee Coller	Sailing Assoc	X/X	
Mark Hanson	Boaters	X/X	X/X
Roger Carlson	Harbor Commission	X/X	
Rebecca Elder	Hotel rep	X	X
Mickey Johnson	RBBA	X/X	
Mara Santos	RB Chamber	X/X	
Allen Sanford	Harbor and Riv Village Businesses	X/X	X/O
Kevin O'Brien	PSM (invited by Rebecca Elder)	X/X	X/X
Sam Meyers	BeachLife (invited by Allen Sanford)		X/X
Timm Dodd	Culver City Insight (offered to help)	X/X	X/X

Decision tonight

- SOW and assessment of proposals by City Staff and Mayor
 - Not by the Olympic Marketing Subcommittee
- Selection follows City processes
- Two bidders PSM and BeachLife. BeachLife is lower bidder.
- BeachLife is qualified and is under our budget
 - BeachLife offers us reuse of their raw videos and images
 - BeachLife proven successful in attracting from a world wide market and in attracting sponsors
- Insufficient time for full RFP and related source selection
 - Would cost more than effort
 - Council approves many contracts, larger and smaller, without formal RFP and source selection
- **Decision is whether we want to have marketing ready for team visits in August**

New Zealand Rep Visit

- Timm Dodd spoke with Craig Monk (former New Zealand Bronze Medalist) about Redondo being ideal for New Zealand sailing team
- 23 Jun - Gave harbor tour to Craig Monk
 - Very impressed with Harbor and related amenities
 - Passed on his assessment to New Zealand Sailing Team admin
- Representative of New Zealand Olympic Sailing Team visiting here, San Pedro and Long Beach tentatively in two weeks