



# CITY OF NEWARK CITY COUNCIL

City Administration Building, City Council Chambers

37101 Newark Boulevard, Newark, CA 94560 | (510) 578-4266 | E-mail: [city.clerk@newark.org](mailto:city.clerk@newark.org)

## AGENDA

Thursday, January 14, 2021  
7:00 P.M.

**THIS IS A MEETING BY VIRTUAL TELECONFERENCE ONLY.**

**THE CITY COUNCIL CHAMBERS WILL NOT BE OPEN.**

**REFER TO THE END OF THE AGENDA TO REVIEW OPTIONS FOR PARTICIPATING IN THE MEETING REMOTELY OR TO SUBMIT PUBLIC COMMENTS VIA EMAIL.**

### A. ROLL CALL

### B. PRESENTATIONS

### C. PUBLIC COMMENT

*Members of the public are invited to address the City Council on any item not listed on the agenda. Public Comments are generally limited to 5 minutes per speaker. Please note that State law prohibits the Council from acting on non-agenda items.*

### D. CONSENT CALENDAR

*Consent Calendar items are considered to be routine and may be approved by one motion. There will be no separate discussion on these items unless there is a request by a Council Member, a staff*

#### D.1 Approval of Audited Demands

#### D.2 Approval of December 10, 2020 Minutes

#### D.3 Acceptance of work with G. Bortolotto & Company, Inc. for the 2018 Asphalt Concrete Street Overlay Program, Project 1179 – from Senior Civil Engineer Tran. (RESOLUTION)

**D.4 Approval of plans and specifications, acceptance of bid and award of contract to Saviano Company, Inc. for Birch Grove Park Tennis Court Resurfacing, Project 1198 – from Senior Civil Engineer Tran. (MOTION)(RESOLUTION)**

**D.5 Authorizing Grant Applications for the State of California Proposition 68 Per Capita Grant Program – from Public Works Director Fajeau. (RESOLUTION)**

## **E. PUBLIC HEARINGS**

## **F. OTHER BUSINESS**

**F.1 Biotechnology Industry Overview and Economic Development Update - from Economic Development Manager Stedler and Community Development Director Turner.**

## **G. CITY COUNCIL MATTERS**

*City Council Members report on attendance at intergovernmental agency meetings, conferences, and seminars since the last meeting. City Council Members may also announce upcoming events and coordinate attendance; report on local events attended since the last meeting; and make brief comments on issues of concern.*

## **H. CLOSED SESSION**

## **I. ADJOURNMENT**

### **IMPORTANT NOTICE REGARDING CITY COUNCIL MEETING**

Due to the COVID-19 pandemic, the City of Newark made changes related to City Council meetings to protect the public's health and prevent the disease from spreading locally. As a result of the COVID-19 public health emergency, including the Alameda County Health Officer and Governor's directives for everyone to shelter in place, **the City Council Chambers will be closed to the public.** Members of the public should attempt to observe and address the Council using the below technological processes.

This meeting is being conducted utilizing teleconferencing and electronic means consistent with State of California Executive Order N-29-20 dated March 17, 2020, regarding the COVID-19 pandemic. In accordance with Executive Order N-29-20, the public may only view the meeting on television and/or online.

Mayor Nagy, Vice Mayor Freitas, and Council Members Collazo, Hannon, and Bucci will be attending this meeting via teleconference. Teleconference locations are not open to the public. All votes conducted during the teleconferencing session will be conducted by roll call vote.

**How to view the meeting remotely:**

Live television broadcast - Comcast Channel 26

Livestream online at- <https://www.newark.org/departments/city-manager-s-office/agendas-minutes/live-streaming-meetings>

**How to participate in the meeting remotely, via Zoom Webinar:**

From a PC, Mac, iPad, iPhone or Android device: <https://zoom.us/j/97940706773>

From a telephone dial 1 669 900 9128, Webinar ID 979 4070 6773

Provide live, remote public comments, when the Mayor calls for comments. Use the raise your hand feature in Zoom to be called upon by the City Clerk.

For frequently asked Zoom questions, please go to <https://www.newark.org/departments/city-manager-s-office/agendas-minutes> and select the Frequently Asked Questions link.

**Submission of Public Comments:**

Public comments received by 4:00 p.m. on the Council meeting date will be provided to the City Council and considered before Council action. Comments may be submitted by email to [City.clerk@newark.org](mailto:City.clerk@newark.org). Comments may also be submitted via e-mail to [city.clerk@newark.org](mailto:city.clerk@newark.org) at any time prior to closure of the public comment portion of the item(s) under consideration.

Reading of Public Comments: The City Clerk will read aloud email comments received during the meeting that include the subject line "FOR THE RECORD" as well as the item number for comment, provided that the reading shall not exceed five (5) minutes, or such other time as the Council may provide, consistent with the time limit for speakers at a Council meeting and consistent with all applicable laws. Matters brought before the Council that require Council action may be either referred to staff or placed on a future Council agenda.

No question shall be asked of a council member, city staff, or an audience member except through the Mayor. No person shall use vulgar, profane, loud or boisterous language that interrupts a meeting. Any person who refuses to carry out instructions given by the Mayor for the purpose of maintaining order may be guilty of an infraction and may result in removal from the meeting.

**Council Meeting Access/Materials:**

The agenda packet is available for review at <https://www.newark.org/departments/city-manager-s-office/agendas-minutes>. The packet is typically posted to the City website the Friday before the meeting, but no later than 72 hours before the meeting.

Pursuant to Government Code 54957.5, supplemental materials distributed less than 72 hours before this meeting, to a majority of the City Council, will be made available for public inspection at this meeting and will be posted, if time allows, at <https://www.newark.org/departments/city-manager-s-office/agendas-minutes>. Materials prepared by City staff and distributed during the meeting are available for public inspection at the meeting or after the meeting if prepared by some other person. Documents related to closed session items or are exempt from disclosure will not be made available for public inspection. For those persons who require special accommodations, please contact the City Clerk at least two days prior to the meeting at [city.clerk@newark.org](mailto:city.clerk@newark.org) or 510-578-4266.





**City of Newark**

**MEMO**

**DATE:** January 4, 2021  
**TO:** City Council  
**FROM:** Sheila Harrington, City Clerk  
**SUBJECT:** Approval of Audited Demands for the City Council Meeting of January 14, 2021.

**REGISTER OF AUDITED DEMANDS**

US Bank General Checking Account

<u>Check Date</u>		<u>Check Numbers</u>	
December 03, 2020	Page 1-4	2008 to 2049	Inclusive
December 10, 2020	Page 1-4	2050 to 2088	Inclusive
December 17, 2020	Page 1	2089	Inclusive
December 17, 2020	Page 1-6	2090 to 2153	Inclusive
December 18, 2020	Page 1-4	2154 to 2191	Inclusive
December 23, 2020	Page 1-7	2192 to 2258	Inclusive



**City of Newark**

**MEMO**

**DATE:** January 4, 2021

**TO:** Sheila Harrington, City Clerk

**FROM:** Krysten Lee, Finance Director

A handwritten signature in blue ink, appearing to read 'Krysten Lee'.

**SUBJECT:** Approval of Audited Demands for the City Council Meeting of January 14, 2021.

The attached list of Audited Demands is accurate and there are sufficient funds for payment.

**LIVE Newark CA LIVE**  
**Payment Batch Register**  
**Bank Account: AP - ZBA ACCOUNTS PAYABLE**  
**Batch Date: 12/03/2020**

Type	Date	Number Source	Payee Name	EFT Bank/Account	Transaction Amount
<b>Bank Account: AP - ZBA ACCOUNTS PAYABLE</b>					
Check	12/03/2020	2008 Accounts Payable	4LEAF INC		13,580.00
	Invoice	Date	Description		Amount
		J1118A29	11/13/2020	BUILDING INSPECTION ON-CALL FIELD INSPECTION SERVICES	13,580.00
Check	12/03/2020	2009 Accounts Payable	THE LIFEGUARD STORE		4,375.00
	Invoice	Date	Description		Amount
		INV001014093	11/16/2020	GUARD CHAIR	850.00
		INV001010279	10/27/2020	ADULT WATER RESCUE MANIKIN WITH CPR	3,525.00
Check	12/03/2020	2010 Accounts Payable	AFLAC		1,246.76
	Invoice	Date	Description		Amount
		242230	11/11/2020	SHORT TERM DISABILITY PREMIUM	1,246.76
Check	12/03/2020	2011 Accounts Payable	ALAMEDA COUNTY FIRE DEPARTMENT		906,134.42
	Invoice	Date	Description		Amount
		2020-21-192	11/18/2020	CONTRACT FIRE SERVICES - NOV'20	906,134.42
Check	12/03/2020	2012 Accounts Payable	ALAMEDA COUNTY WATER DISTRICT		85,445.12
	Invoice	Date	Description		Amount
		102620	11/10/2020	WATER BILL SEPTEMBER-OCTOBER 2020	85,445.12
Check	12/03/2020	2013 Accounts Payable	ANIMAL CARE EQUIPMENT & SERVICES, LLC		384.56
	Invoice	Date	Description		Amount
		87010	11/09/2020	ANIMAL CONTROL MISC SUPPLIES	384.56
Check	12/03/2020	2014 Accounts Payable	BATTERY SYSTEMS		372.95
	Invoice	Date	Description		Amount
		6144185	11/12/2020	BATTERIES	88.91
		6142237	11/12/2020	BATTERIES	284.04
Check	12/03/2020	2015 Accounts Payable	BUREAU VERITAS NORTH AMERICA INC.		1,629.95
	Invoice	Date	Description		Amount
		1555952	11/09/2020	BI PLAN REVIEW SERVICES	166.25
		1555951	11/09/2020	BI PLAN REVIEW SERVICES	1,463.70
Check	12/03/2020	2016 Accounts Payable	CEL CONSULTING, INC.		1,672.06
	Invoice	Date	Description		Amount

Invoice	Date	Description	Amount
180482	11/12/2020	SPECIAL INSPECTION/TESTING SRVS FOR THE CIVIC CENTER, PRJ 1188	1,672.06
Check 12/03/2020	2017 Accounts Payable	CENTER FOR SPECIALIZED VETERINARY CARE	750.00
103912	09/30/2020	VET SVCS 09/23/20	150.00
103915	09/30/2020	VET SVCS 09/01/20	150.00
103917	09/30/2020	VET SVCS 09/13/20	150.00
104560	10/19/2020	VET SVCS 09/29/20	150.00
104991	10/30/2020	VET SVCS 10/27/20	150.00
Check 12/03/2020	2018 Accounts Payable	CENTRAL VETERINARY HOSPITAL	326.13
452126	10/29/2020	VET SVCS SEPT 2020	326.13
Check 12/03/2020	2019 Accounts Payable	SPECTRUM SMALL BUSINESS SERVICES, LLC	3,187.50
2003	11/15/2020	CONSULTING ON REFERRALS TO BUSINESS SUPPORT AGENCIES	1,125.00
2004	11/15/2020	CONSULTING ON REFERRALS TO BUSINESS SUPPORT AGENCIES	500.00
2005	12/01/2020	CONSULTING ON REFERRALS TO BUSINESS SUPPORT AGENCIES	1,562.50
Check 12/03/2020	2020 Accounts Payable	COMCAST	192.34
1122-122120SIL	11/17/2020	MONTHLY CABLE SERVICE	192.34
Check 12/03/2020	2021 Accounts Payable	ALAMEDA COUNTY INFORMATION TECHNOLOGY DEPARTMENT	3,646.89
112-2010036	11/10/2020	AWS ACCESS FEES OCT 2020	3,646.89
Check 12/03/2020	2022 Accounts Payable	DAILY JOURNAL CORPORATION	138.88
B3419867	12/01/2020	PH NOTICES FOR FY 20/21 - CONTRACT 20030	70.56
B3419862	12/01/2020	PH NOTICES FOR FY 20/21 - CONTRACT 20030	68.32
Check 12/03/2020	2023 Accounts Payable	DALE HARDWARE	540.24
NOV' 20	11/25/2020	FLEET/BUILDINGS/PARKS	540.24
Check 12/03/2020	2024 Accounts Payable	DELTA DENTAL	17,102.82
BE004211037	12/01/2020	DENTAL PREMIUM - DEC'20	17,102.82
Check 12/03/2020	2025 Accounts Payable	DELTA DENTAL INSURANCE COMPANY	248.28
BE004209167	12/01/2020	DENTAL PREMIUM - DEC'20	248.28
Check 12/03/2020	2026 Accounts Payable	ALHAMBRA	763.21
15734365 111320	11/13/2020	WATER SERVICE	763.21
Check 12/03/2020	2027 Accounts Payable	EAST BAY LAWN MOWER	974.85

	Invoice	Date	Description	Amount
	36119	11/24/2020	AIR FILTER AND FUEL FILTER	86.86
	36096	11/24/2020	SHAFT PULLEY	64.13
	36089	11/24/2020	EXHAUST REPAIR AND PARTS	508.46
	36090	11/24/2020	VALVE SERVICE	315.40
Check	12/03/2020	2028 Accounts Payable	ENVIRONMENTAL LOGISTICS	2,584.63
	97213-AG	11/10/2020	HAZARDOUS WASTE REMOVAL	2,584.63
Check	12/03/2020	2029 Accounts Payable	FASTENAL COMPANY	284.69
	CAS1125823	10/26/2020	GLOVES	284.69
Check	12/03/2020	2030 Accounts Payable	FIDELITY SECURITY LIFE INSURANCE/EYEMED	2,370.28
	164575106	12/03/2020	VISION PREMIUM - DEC'20	2,370.28
Check	12/03/2020	2031 Accounts Payable	FIRST BAPTIST CHURCH	80.00
	PR113020	12/02/2020	DONATION - 11/20	80.00
Check	12/03/2020	2032 Accounts Payable	GAMETIME	1,517.43
	PJI-0148850	11/06/2020	MIRABEAU PARK SLIDE EXIT REPLACEMENT	1,517.43
Check	12/03/2020	2033 Accounts Payable	MANAGED HEALTH NETWORK	374.48
	PRM-057878	11/16/2020	EAP DECEMBER COVERAGE	374.48
Check	12/03/2020	2034 Accounts Payable	METLIFE SBC	1,226.84
	PR113020	12/03/2020	LONG TERM DISABILITY PREMIUM	1,226.84
Check	12/03/2020	2035 Accounts Payable	MISSION LINEN SUPPLY - UNIFORM	1,597.10
	NOV' 20	11/27/2020	UNIFORM CLEANING SERVICE 11/01/2020-11/30/2020	1,597.10
Check	12/03/2020	2036 Accounts Payable	NEWARK PAVILION	4,050.00
	19-98	11/30/2020	PARKING FEE NOVEMBER	4,050.00
Check	12/03/2020	2037 Accounts Payable	PERFORMANCE PEST MANAGEMENT	631.00
	53904	11/12/2020	PEST SERVICE-SILLIMAN #102710	142.00
	53729	11/12/2020	PEST SERVICE-VIOLA BLYTEH #102704	270.00
	53899	11/12/2020	PEST SERVICE-FIRE STATION 3 #102701	77.00
	53905	11/11/2020	PEST SERVICE-SILLIMAN #102710	142.00
Check	12/03/2020	2038 Accounts Payable	QUADIENT FINANCE USA, INC.	2,000.00

Check	Invoice	Date	Description	Amount
	4857-111520	11/15/2020	NEOPOST POSTAGE	2,000.00
Check	12/03/2020	2039 Accounts Payable	BRIAN SIMON	2,370.59
	112420SIMON	12/03/2020	EE COMPUTER LOAN PROGRAM	2,370.59
Check	12/03/2020	2040 Accounts Payable	SONITROL	2,136.00
	1357793-IN	11/02/2020	CCTV FEES	2,136.00
Check	12/03/2020	2041 Accounts Payable	STATE OF CALIFORNIA	250.00
	PR113020-8625	12/02/2020	PAYROLL DEDUCTION - GARNISHMENT ACCT# 624037903	250.00
Check	12/03/2020	2042 Accounts Payable	SYSCO - SAN FRANCISCO	120.01
	350977211	11/12/2020	PAYMENT FOR CAMP NEWARK SNACKS	120.01
Check	12/03/2020	2043 Accounts Payable	TIAA COMMERCIAL FINANCE, INC.	432.92
	7693627	11/11/2020	COPIER LEASE AGREEMENT - 2 KYOCERA	432.92
Check	12/03/2020	2044 Accounts Payable	TIREHUB, LLC	925.48
	15756135	09/03/2020	TIREHUB TIRES	259.01
	15755336	09/03/2020	TIREHUB TIRES	526.76
	15756670	09/03/2020	TIREHUB TIRES	139.71
Check	12/03/2020	2045 Accounts Payable	TYLER TECHNOLOGIES, INC.	2,500.00
	045-311595-1	07/31/2020	ERP IMPLEMENTATION - TOTAL TYLER SOFTWARE	2,500.00
Check	12/03/2020	2046 Accounts Payable	V5 SYSTEMS, INC.	643.68
	SUB00059	11/13/2020	CAMERA SURVEILLANCE MAINTENANCE NOV 2020	643.68
Check	12/03/2020	2047 Accounts Payable	VANIR CONSTRUCTION MANAGEMENT, INC.	46,173.00
	168840	11/09/2020	CONSTRUCTION MANAGEMENT FOR THE NEW CIVIC CENTER , PROJECT 1188	46,173.00
Check	12/03/2020	2048 Accounts Payable	VERIZON WIRELESS	892.73
	9865160473	10/18/2020	VERIZON OCTOBER STATEMENT	892.73
Check	12/03/2020	2049 Accounts Payable	ARTEMIS SELF DEFENSE, LLC	9,999.00
	100120	10/01/2020	NON-POST PATROL TRAINING	9,999.00

AP ZBA ACCOUNTS PAYABLE Totals:

Transactions: 42

\$1,125,871.82

Checks: 42 \$1,125,871.82

**LIVE Newark CA LIVE**  
**Payment Batch Register**  
**Bank Account: AP - ZBA ACCOUNTS PAYABLE**  
**Batch Date: 12/10/2020**

Type	Date	Number Source	Payee Name	EFT Bank/Account	Transaction Amount
<b>Bank Account: AP - ZBA ACCOUNTS PAYABLE</b>					
Check	12/10/2020	2050 Accounts Payable	ABACUS PRODUCTS INC		766.75
	Invoice	Date	Description		Amount
		B63015	11/18/2020	CITY ENVELOPES	766.75
Check	12/10/2020	2051 Accounts Payable	AIR EXCHANGE, INC.		629.11
	Invoice	Date	Description		Amount
		91603565	11/30/2020	PG BLADDR, 8" HI TEMP 8MM STRT FITTING	629.11
Check	12/10/2020	2052 Accounts Payable	ALTA LANGUAGE SERVICES		66.00
	Invoice	Date	Description		Amount
		IS496706	09/30/2020	LISTENING & SPEAKING TEST (LIVE)	66.00
Check	12/10/2020	2053 Accounts Payable	BATTERY SYSTEMS		654.83
	Invoice	Date	Description		Amount
		6167248	11/20/2020	BATTERIES	654.83
Check	12/10/2020	2054 Accounts Payable	CALLYO 2009 CORP.		1,560.00
	Invoice	Date	Description		Amount
		R14080	12/07/2020	CALLYO FY 20-21	1,560.00
Check	12/10/2020	2055 Accounts Payable	CEL CONSULTING, INC.		2,300.99
	Invoice	Date	Description		Amount
		180989	12/02/2020	SPECIAL INSPECTION/TESTING SRVS FOR THE CIVIC CENTER, PRJ 1188	2,300.99
Check	12/10/2020	2056 Accounts Payable	CELTIC DOG KENNELS, LLC		75.00
	Invoice	Date	Description		Amount
		004-2020	11/20/2020	K9 PROGRAM KENNEL SERVICES NOV 2020	75.00
Check	12/10/2020	2057 Accounts Payable	COMCAST		101.32
	Invoice	Date	Description		Amount
		1128-122720PD	11/23/2020	CABLE SVCS 11/28/20-12/27/20	74.58
		1128-122720YARD	11/23/2020	COMCAST CABLE 11/28/2020-12/27/2020	26.74
Check	12/10/2020	2058 Accounts Payable	COUNTY OF ALAMEDA		140,000.00
	Invoice	Date	Description		Amount
		CARES08	12/02/2020	CITY MATCHING FUNDS FOR ALAMEDA COUNTY CARES GRANT	140,000.00
Check	12/10/2020	2059 Accounts Payable	CSG CONSULTANTS, INC.		200.00

	Invoice	Date	Description	Amount
	32695	09/14/2020	ENGINEERING PLAN REVIEW SERVICES	200.00
Check	12/10/2020	2060 Accounts Payable	DEPARTMENT OF INDUSTRIAL RELATIONS	10,963.71
	Invoice	Date	Description	Amount
	OSIP 67989	12/08/2020	ANNUAL ASSESSMENT FEE FOR FISCAL YEAR 20/21	10,963.71
Check	12/10/2020	2061 Accounts Payable	FREMONT FORD/AUTOBODY OF FREMONT	167.18
	Invoice	Date	Description	Amount
	146485	12/02/2020	FILTER AND ELEMENT	167.18
Check	12/10/2020	2062 Accounts Payable	GRAINGER	117.37
	Invoice	Date	Description	Amount
	9704858472	11/03/2020	SILLIMAN FAN MOTOR	117.37
Check	12/10/2020	2063 Accounts Payable	HILLYARD / SAN FRANCISCO	2,487.70
	Invoice	Date	Description	Amount
	604144915	11/18/2020	SILLIMAN JANIORIAL SUPPLIES	2,487.70
Check	12/10/2020	2064 Accounts Payable	LORENZO HOULE	350.00
	Invoice	Date	Description	Amount
	120620EXP	12/07/2020	EXPENSE REIMBURSEMENT-BOOT	350.00
Check	12/10/2020	2065 Accounts Payable	KBA DOCUMENT SOLUTIONS, LLC	933.51
	Invoice	Date	Description	Amount
	55Y1136436	11/18/2020	AUGUST' 20 - CONTRACT OVERAGE CHARGE/SUPPLY SHIPPING	256.48
	55Y1136438	11/18/2020	OCTOBER' 20 - CONTRACT OVERAGE CHARGE/SUPPLY SHIPPING	375.49
	55Y1136437	11/18/2020	SEPTEMBER' 20 - CONTRACT OVERAGE CHARGE/SUPPLY SHIPPING	301.54
Check	12/10/2020	2066 Accounts Payable	KIM TURNER, LLC	250.00
	Invoice	Date	Description	Amount
	3706	11/20/2020	POST REC/COMM TRAINING	125.00
	3450	10/13/2020	POST REC/COMM TRAINING	125.00
Check	12/10/2020	2067 Accounts Payable	BRIAN LEWIS	98.31
	Invoice	Date	Description	Amount
	112320EXP	12/07/2020	EXPENSE REIMBURSEMENT-BOOT	98.31
Check	12/10/2020	2068 Accounts Payable	LOOMIS	130.63
	Invoice	Date	Description	Amount
	12729912	11/30/2020	ARMORED CAR SERVICE - 11/20	130.63
Check	12/10/2020	2069 Accounts Payable	MOTOROLA SOLUTIONS, INC.	6,996.19
	Invoice	Date	Description	Amount
	41293350	11/05/2020	APX CONSOLETTA FOR NEW PD DISPATCH CENTER #2020-20	6,996.19
Check	12/10/2020	2070 Accounts Payable	PERFORMANCE PEST MANAGEMENT	77.00
	Invoice	Date	Description	Amount
	53900	11/19/2020	PEST SERVICE-FIRE STATION 3 #102701	77.00
Check	12/10/2020	2071 Accounts Payable	PHOENIX GROUP INFORMATION SYSTEMS	324.40



	Invoice	Date	Description	Amount
	102020101	11/17/2020	PARKING CITATION PROGRAM OCT 2020	324.40
Check	12/10/2020	2072 Accounts Payable	PROVIDENT LIFE & ACCIDENT INSURANCE	261.24
	Invoice	Date	Description	Amount
	PR113020	12/07/2020	PAYROLL PREMIUM - E0246926	261.24
Check	12/10/2020	2073 Accounts Payable	QUINCY ENGINEERING INC	39,061.00
	Invoice	Date	Description	Amount
	16-N131.00-10	07/31/2020	CENTRAL OVERPASS ENGINEERING	12,685.00
	16-N131.00-11	08/31/2020	CENTRAL OVERPASS ENGINEERING	11,752.50
	16-N131.00-12	09/30/2020	CENTRAL OVERPASS ENGINEERING	14,623.50
Check	12/10/2020	2074 Accounts Payable	ARIEL SAN PEDRO	32.43
	Invoice	Date	Description	Amount
	111820EXP	11/20/2020	NON POST PATROL TRAINING	32.43
Check	12/10/2020	2075 Accounts Payable	CENTERVILLE LOCKSMITH	15.80
	Invoice	Date	Description	Amount
	319431	12/02/2020	FLEET KEYS	15.80
Check	12/10/2020	2076 Accounts Payable	STAPLES	892.20
	Invoice	Date	Description	Amount
	8060359553	11/15/2020	OFFICE SUPPLIES	892.20
Check	12/10/2020	2077 Accounts Payable	SUMMIT UNIFORMS CORP	130.01
	Invoice	Date	Description	Amount
	70707	11/17/2020	UNIFORMS FOR ACTING SERGEANTS	130.01
Check	12/10/2020	2078 Accounts Payable	SYSCO - SAN FRANCISCO	271.07
	Invoice	Date	Description	Amount
	350986912	11/17/2020	PAYMENT FOR CAMP NEWARK SNACKS	271.07
Check	12/10/2020	2079 Accounts Payable	T-MOBILE	138.72
	Invoice	Date	Description	Amount
	966241989-112120	11/21/2020	IPHONE SVC 10/21/20-11/20/20	138.72
Check	12/10/2020	2080 Accounts Payable	THE ED JONES CO INC	113.23
	Invoice	Date	Description	Amount
	46523	10/09/2020	BADGES AND INSIGNIA	113.23
Check	12/10/2020	2081 Accounts Payable	THE GOODYEAR TIRE & RUBBER COMPANY	775.17
	Invoice	Date	Description	Amount
	184-1092833	11/06/2020	TIRES AND ROAD SERVICE	775.17
Check	12/10/2020	2082 Accounts Payable	THE TACTICAL ADVANTAGE POLICE SUPPLY	1,494.54
	Invoice	Date	Description	Amount
	5509	11/11/2020	VEST FOR DET HERBERT #2021-07	1,494.54
Check	12/10/2020	2083 Accounts Payable	UNIVERSAL BUILDING SERVICES & SUPPLY	405.00

	Invoice	Date	Description	Amount
	482684	11/20/2020	COMMUNITY CENTER ADDITIONAL CLEANING-COVID19	405.00
Check	12/10/2020	2084 Accounts Payable	U.S. BANK CORPORATE PAYMENT SYSTEMS	22,633.55
	Invoice	Date	Description	Amount
	112320STMT	11/23/2020	CC PAYMENT 11/23/20	22,633.55
Check	12/10/2020	2085 Accounts Payable	VERIZON WIRELESS	4,004.46
	Invoice	Date	Description	Amount
	9867265061	11/18/2020	IPHONE SVC 10/19/20-11/18/20	4,004.46
Check	12/10/2020	2086 Accounts Payable	POWER EQUIPMENT DIRECT, INC	1,083.92
	Invoice	Date	Description	Amount
	11302020	12/08/2020	CERT SUPPLIES	1,083.92
Check	12/10/2020	2087 Accounts Payable	DRAGONS ATHLETICS	300.00
	Invoice	Date	Description	Amount
	615527	11/30/2020	DELETING DEPOSIT FROM RENTAL PERIOD	300.00
Check	12/10/2020	2088 Accounts Payable	MUGFORD , JEAN	10.00
	Invoice	Date	Description	Amount
	615515	12/02/2020	REFUND FOR MISSED SENIOR EVENT	10.00
AP ZBA ACCOUNTS PAYABLE Totals:			Transactions: 39	\$240,872.34
Checks:	39		\$240,872.34	

LIVE Newark CA LIVE  
**Void Payment - Reissue Check Register**

Bank Account: AP - ZBA ACCOUNTS PAYABLE

Batch Date: 12/17/2020

Original Type	Original Date	Original Number Source	Payee Name	EFT Bank/Account	Reissue Type	Reissue Number	Transaction Amount
<b>Bank Account:</b> AP - ZBA ACCOUNTS PAYABLE							
Check	09/17/2020	1471 Accounts Payable	SILVER & WRIGHT LLP		Check	2089	1,843.50
AP ZBA ACCOUNTS PAYABLE Totals:			Transactions: 1				\$1,843.50
	Checks:	1	\$1,843.50				

**LIVE Newark CA LIVE**  
**Payment Batch Register**  
**Bank Account: AP - ZBA ACCOUNTS PAYABLE**  
**Batch Date: 12/17/2020**

Type	Date	Number Source	Payee Name	EFT Bank/Account	Transaction Amount
<b>Bank Account: AP - ZBA ACCOUNTS PAYABLE</b>					
Check	12/17/2020	2090 Accounts Payable	3-D GOURMET CATERING		675.99
	Invoice	Date	Description		Amount
		7175	12/05/2020	BREAKFAST MEAL BOXES	409.69
		7176	12/05/2020	BREAKFAST MEAL BOXES	266.30
Check	12/17/2020	2091 Accounts Payable	3QC, INC.		8,833.88
	Invoice	Date	Description		Amount
		62215	11/24/2020	CIVIC CENTER COMMISSIONING SERVICES	8,833.88
Check	12/17/2020	2092 Accounts Payable	ALAMEDA COUNTY WATER DISTRICT		1,971.44
	Invoice	Date	Description		Amount
		1001-113020	12/01/2020	HYDRANTS OCT-NOV 2020	1,971.44
Check	12/17/2020	2093 Accounts Payable	ALLIANT INSURANCE SERVICES		1,422.00
	Invoice	Date	Description		Amount
		1505865	11/18/2020	ADD UAV AIRCRAFTS TO CURRENT INSURANCE POLICY	1,422.00
Check	12/17/2020	2094 Accounts Payable	AT&T		387.31
	Invoice	Date	Description		Amount
		1027-110720	11/07/2020	WAN ACCT 1027 BILLING DATE 110720	152.99
		4367-110720	11/07/2020	WAN ACCT 4367 BILLING DATE 110720	56.55
		2300-120120	12/01/2020	WAN ACCT 2300 BILLING DATE 120120	177.77
Check	12/17/2020	2095 Accounts Payable	BAY CENTRAL PRINTING		6,383.06
	Invoice	Date	Description		Amount
		186866	09/29/2020	PRINT CITY NEWSLETTER, MAILERS, SIGNS - COMMUNITY UPDATE	2,326.70
		186970	10/09/2020	PRINT CITY NEWSLETTER, MAILERS, SIGNS - NEWARK MEASURE PP	2,028.18
		187009	10/16/2020	PRINT CITY NEWSLETTER, MAILERS, SIGNS - NEWARK MEASURE PP	2,028.18
Check	12/17/2020	2096 Accounts Payable	BEAR ELECTRICAL SOLUTIONS, INC.		4,847.22
	Invoice	Date	Description		Amount
		11703	10/30/2020	STREET LIGHT REPAIRS - OCTOBER 2020	4,847.22
Check	12/17/2020	2097 Accounts Payable	ALL PROPERTY MANAGEMENT		2,250.00
	Invoice	Date	Description		Amount
		VEN01RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	2,250.00
Check	12/17/2020	2098 Accounts Payable	BRIDGEPORT APARTMENT HOMES		5,000.00

	Invoice	Date	Description	Amount
	VEN02RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	5,000.00
Check	12/17/2020	2099 Accounts Payable	BOUNDTREE MEDICAL LLC	133.30
	Invoice	Date	Description	Amount
	83860174	11/24/2020	YELLOW HIGHWAY BLANKETS	133.30
Check	12/17/2020	2100 Accounts Payable	CARBONIC SERVICE	325.01
	Invoice	Date	Description	Amount
	318216	11/23/2020	CO2-BULK	325.01
Check	12/17/2020	2101 Accounts Payable	CENTRAL TOWING & TRANSPORT LLC	440.00
	Invoice	Date	Description	Amount
	7849621-1	11/27/2020	TOW-FORD EXPORER FLAT TIRE	50.00
	7786417-1	10/15/2020	TOWING 10/15/20 CASE #20-3368	65.00
	7826117-1	11/11/2020	TOWING 11/11/20 CASE #20-3701	97.50
	7826136-1	11/11/2020	TOWING 11/11/20 CASE #20-3701	113.75
	7836282-1	11/17/2020	TOWING 11/17/20 CASE #20-3797	113.75
Check	12/17/2020	2102 Accounts Payable	DAN CIANCIARULO	111.01
	Invoice	Date	Description	Amount
	121020EXP	12/14/2020	2ND UNIFORM REIMBURSEMENT	111.01
Check	12/17/2020	2103 Accounts Payable	CITY OF UNION CITY	13,324.00
	Invoice	Date	Description	Amount
	2021-0288	10/01/2020	50% EMERGENCY SERVICES COORDINATOR SALARY FOR OCT AND NOV	13,324.00
Check	12/17/2020	2104 Accounts Payable	CLASSIC GRAPHICS	202.82
	Invoice	Date	Description	Amount
	44098	11/23/2020	K-9 DECALS	148.16
	44102	11/24/2020	K-9 DECALS	54.66
Check	12/17/2020	2105 Accounts Payable	COUNTY OF ALAMEDA	1,322.50
	Invoice	Date	Description	Amount
	NOVEMBER'20	12/03/2020	CITATION PROCESSING FEES - NOV'20	1,322.50
Check	12/17/2020	2106 Accounts Payable	AARON COWAN	600.00
	Invoice	Date	Description	Amount
	LLEI SM CA 21 03	10/13/2020	PATROL NON POST TRAINING	600.00
Check	12/17/2020	2107 Accounts Payable	GSMFO	150.00
	Invoice	Date	Description	Amount
	200008440	10/20/2020	CALIFORNIA LOCAL BUDGETING - OCT 2020 - KRYSTEN LEE	150.00
Check	12/17/2020	2108 Accounts Payable	DAILY JOURNAL CORPORATION	716.80
	Invoice	Date	Description	Amount
	B3416451	11/25/2020	LEGAL ADVERTISING, PROJECT 1198	412.16
	B3414336	11/17/2020	LEGAL ADVERTISING, PROJECT 1146	304.64
Check	12/17/2020	2109 Accounts Payable	MARK DELAPPE	235.82
	Invoice	Date	Description	Amount
	120920EXP	12/14/2020	EXPENSE REIMBURSEMENT-BOOT	235.82

Check	Invoice	Date	Description	Amount
12/17/2020	2110 Accounts Payable		EPLUS TECHNOLOGY, INC.	35,666.92
	V2399996	11/06/2020	WIRELESS UPGRADE NEW CIVIC CENTER & PD	4,235.40
	V2403167	11/17/2020	WIRELESS UPGRADE NEW CIVIC CENTER & PD	31,431.52
12/17/2020	2111 Accounts Payable		FRANK BONETTI PLUMBING INC	930.00
	64958	11/11/2020	HYDRO JET SEWER LINE AT PHASE 1.5	620.00
	64944	11/11/2020	CAMERA WORK FOR SEWER LINE AT PHASE 1.5	310.00
12/17/2020	2112 Accounts Payable		GLADWELL GOVERNMENTAL SERVICES, INC.	1,100.00
	4427	12/07/2020	RECORDS RETENTION SCHEDULES, DRAFT STAFF REPORT AND RESOLUTION	1,100.00
12/17/2020	2113 Accounts Payable		HAWK ANALYTICS, INC	995.00
	29160	11/25/2020	NON-POST DETS TRAINING	995.00
12/17/2020	2114 Accounts Payable		JOSE SIMIAS JORGE	3,500.00
	VEN04RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	3,500.00
12/17/2020	2115 Accounts Payable		KBA DOCUMENT SOLUTIONS, LLC	1,335.62
	55Y1135873	11/16/2020	COPIER INVOICE	338.30
	55Y1123924	10/02/2020	COPIER INVOICE	363.48
	55Y1115686	09/01/2020	COPIER INVOICE	311.54
	55Y1126985	10/14/2020	COPIER INVOICE	322.30
12/17/2020	2116 Accounts Payable		KBA DOCUMENT SOLUTIONS, LLC	3,222.21
	7687143	11/10/2020	COPIER INVOICE	3,222.21
12/17/2020	2117 Accounts Payable		L.N. CURTIS AND SONS	2,580.48
	INV422253	09/14/2020	PEEK AND PEEL BAG PROJECT 2021-04	1,290.24
	INV422352	09/14/2020	PEEK AND PEEL BAG PROJECT 2021-04	1,290.24
12/17/2020	2118 Accounts Payable		LYNN PEAVEY COMPANY	119.02
	375138	11/24/2020	EVIDENCE SUPPLIES	119.02
12/17/2020	2119 Accounts Payable		JOLIE MACIAS	429.38
	1116-112020EXP	11/24/2020	PATROL POST TRAINING EXPS	429.38
12/17/2020	2120 Accounts Payable		MANAGEMENT PARTNERS INC.	3,467.50
	INV08969	11/17/2020	ADVISE ON ECONOMIC DEVELOPMENT PROJECTS	3,467.50
12/17/2020	2121 Accounts Payable		ROSALBA MARQUEZ	5,000.00

	Invoice	Date	Description	Amount
	VEN09RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	5,000.00
Check	12/17/2020	2122 Accounts Payable	MIKE YORKS INVESTIGATIONS	4,275.00
	Invoice	Date	Description	Amount
	2020-10	11/09/2020	ANGELA MONTEZ PRE-EMPLOYMENT BACKGROUND INVESTIGATION FEES	2,325.00
	2020-14	09/21/2020	SKIFF SUMNER PRE-EMPLOYMENT BACKGROUND INVESTIGATION FEES	1,950.00
Check	12/17/2020	2123 Accounts Payable	MISSION CRITICAL PARTNERS, LLC.	28,515.41
	Invoice	Date	Description	Amount
	11652	11/13/2020	PSAP CONSULTANT, NEW CIVIC CENTER PROJECT 1188	14,941.10
	11463	10/06/2020	PSAP CONSULTANT, NEW CIVIC CENTER PROJECT 1188	13,574.31
Check	12/17/2020	2124 Accounts Payable	MISSION LINEN SUPPLY - UNIFORM	755.59
	Invoice	Date	Description	Amount
	513678050	11/18/2020	MISSION LINEN UNIFORM CORRECTION	755.59
Check	12/17/2020	2125 Accounts Payable	MNS ENGINEERS INC	22,800.00
	Invoice	Date	Description	Amount
	76710	11/20/2020	PLAN CHECK AND INSPECTION SERVICES	22,800.00
Check	12/17/2020	2126 Accounts Payable	NEW IMAGE LANDSCAPE	14,279.89
	Invoice	Date	Description	Amount
	131624	11/30/2020	LANDSCAPING NOV' 20	14,279.89
Check	12/17/2020	2127 Accounts Payable	PACIFIC GAS & ELECTRIC	1,705.09
	Invoice	Date	Description	Amount
	1859-120220	12/02/2020	TRAFFIC LIGHT ELECTRIC CHARGES	1,477.09
	0870-120220	12/02/2020	TRAFFIC LIGHT ELECTRIC CHARGES	72.35
	3926-120220	12/02/2020	TRAFFIC LIGHT ELECTRIC CHARGES	94.35
	0552-112920	11/29/2020	TRAFFIC LIGHT ELECTRIC CHARGES	61.30
Check	12/17/2020	2128 Accounts Payable	PAKPOUR CONSULTING GROUP, INC.	5,399.63
	Invoice	Date	Description	Amount
	3372	12/02/2020	ENGINEERING PLAN REVIEW SERVICES	5,399.63
Check	12/17/2020	2129 Accounts Payable	PROMEVO, LLC	8,025.96
	Invoice	Date	Description	Amount
	158255	11/25/2020	CHROMEBOOKS - FIRST 5 GRANT	8,025.96
Check	12/17/2020	2130 Accounts Payable	JOSE RODRIGUEZ	350.00
	Invoice	Date	Description	Amount
	120320EXP	12/07/2020	EXPENSE REIMBURSEMENT-BOOT	350.00
Check	12/17/2020	2131 Accounts Payable	RUTAN & TUCKER, LLP	1,568.31
	Invoice	Date	Description	Amount
	882687	11/16/2020	LEGAL SERVICES	1,568.31
Check	12/17/2020	2132 Accounts Payable	S&L BREWER ENTERPRISES, INC.	500.00
	Invoice	Date	Description	Amount
	2020NEW11	11/25/2020	K9 TRAINING NOV 2020	500.00
Check	12/17/2020	2133 Accounts Payable	SAFEWAY SIGN COMPANY	11,180.34

	Invoice	Date	Description	Amount
	50645 A	10/21/2020	CITYWIDE STEET SIGNS	11,180.34
Check	12/17/2020	2134 Accounts Payable	R S PROPERTIES	1,514.00
	Invoice	Date	Description	Amount
	VEN07RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	1,514.00
Check	12/17/2020	2135 Accounts Payable	SAN MATEO REGIONAL NETWORK INC	525.00
	Invoice	Date	Description	Amount
	23504	11/10/2020	SPAM & VIRUS FILTERING NOV 2020	175.00
	23446	09/10/2020	SPAM & VIRUS FILTERING SEPT 2020	175.00
	23476	10/10/2020	SPAM & VIRUS FILTERING OCT 2020	175.00
Check	12/17/2020	2136 Accounts Payable	SILVER & WRIGHT LLP	5,174.15
	Invoice	Date	Description	Amount
	27124	11/01/2020	LEGAL SERVICES	5,174.15
Check	12/17/2020	2137 Accounts Payable	SIMON & COMPANY INC	1,720.00
	Invoice	Date	Description	Amount
	11-2020	11/25/2020	PROFESSIONAL FEDERAL AFFAIRS ASSISTANCE	1,720.00
Check	12/17/2020	2138 Accounts Payable	PETER E SOH	5,460.00
	Invoice	Date	Description	Amount
	VEN05RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	3,480.00
	VEN06RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	1,980.00
Check	12/17/2020	2139 Accounts Payable	STATE OF CALIFORNIA	250.00
	Invoice	Date	Description	Amount
	PR121520-8625	12/15/2020	PAYROLL DEDUCTION - GARNISHMENT ACCT# 624037903	250.00
Check	12/17/2020	2140 Accounts Payable	SWRCB	773.00
	Invoice	Date	Description	Amount
	SW-0198602	11/10/2020	ANNUAL STATE WATER PERMIT FOR CIVIC CENTER CONSTRUCTION	773.00
Check	12/17/2020	2141 Accounts Payable	T-MOBILE	657.25
	Invoice	Date	Description	Amount
	963858549-112120	11/21/2020	CELL SERVICE	657.25
Check	12/17/2020	2142 Accounts Payable	THAKUR TRUST	1,995.00
	Invoice	Date	Description	Amount
	VEN08RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	1,995.00
Check	12/17/2020	2143 Accounts Payable	THE ED JONES CO INC	75.36
	Invoice	Date	Description	Amount
	46956	11/24/2020	BADGES AND INSIGNIA	75.36
Check	12/17/2020	2144 Accounts Payable	UNITED SITE SERVICES	193.01
	Invoice	Date	Description	Amount
	114-11250770	11/17/2020	PD WASH STATION RENTAL/MAINT	193.01
Check	12/17/2020	2145 Accounts Payable	UTILITY TELECOM GROUP, LLC	18,726.89
	Invoice	Date	Description	Amount



Invoice	Date	Description	Amount
NOV'20	11/16/2020	NOVEMBER VOIP/PHONE/WAN/SERVICES	18,726.89
Check 12/17/2020	2146 Accounts Payable	VANIR CONSTRUCTION MANAGEMENT, INC.	37,492.00
169006	12/08/2020	CONSTRUCTION MANAGEMENT FOR THE NEW CIVIC CENTER , PROJECT 1188	37,492.00
Check 12/17/2020	2147 Accounts Payable	VERIZON WIRELESS	934.11
Invoice	Date	Description	Amount
9867265060	11/18/2020	VERIZON 10/19/20-11/18/20	934.11
Check 12/17/2020	2148 Accounts Payable	WASHINGTON HOSPITAL	100.00
Invoice	Date	Description	Amount
1020-NPD	11/23/2020	LAB TESTS OCT 2020	100.00
Check 12/17/2020	2149 Accounts Payable	WEX BANK	452.76
Invoice	Date	Description	Amount
68971398	12/06/2020	CHEVRON CC 2020-12-06	452.76
Check 12/17/2020	2150 Accounts Payable	CEDAR TOWNHOMES	3,314.00
Invoice	Date	Description	Amount
VEN11RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	3,314.00
Check 12/17/2020	2151 Accounts Payable	VIBRANTADS LLC	5,000.00
Invoice	Date	Description	Amount
VEN10RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	5,000.00
Check 12/17/2020	2152 Accounts Payable	OPPORTUNITY PARTNERS LLC	2,264.00
Invoice	Date	Description	Amount
VEN03RRAGRANT	12/16/2020	RESIDENTIAL RENTERS ASSISTANCE GRANT PROGRAM	2,264.00
Check 12/17/2020	2153 Accounts Payable	ZOOM VIDEO COMMUNICATIONS INC.	3,360.58
Invoice	Date	Description	Amount
INV55066729	11/30/2020	ZOOM CITYWIDE ACCT CONSOLIDATION	3,360.58
AP ZBA ACCOUNTS PAYABLE Totals:			Transactions: 64
			\$297,014.62
Checks:	64	\$297,014.62	

LIVE Newark CA LIVE  
**Payment Batch Register**  
 Bank Account: AP - ZBA ACCOUNTS PAYABLE  
 Batch Date: 12/18/2020

Type	Date	Number Source	Payee Name	EFT Bank/Account	Transaction Amount
<b>Bank Account: AP - ZBA ACCOUNTS PAYABLE</b>					
Check	12/18/2020	2154 Accounts Payable	XPLORE YOGA		5,000.00
	Invoice		Date	Description	Amount
		VEN78CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2155 Accounts Payable	STYLISH SALON		5,000.00
	Invoice		Date	Description	Amount
		VEN75CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2156 Accounts Payable	ARIANA AUTO BODY INC		5,000.00
	Invoice		Date	Description	Amount
		VEN43CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2157 Accounts Payable	GORILLA FIX		5,000.00
	Invoice		Date	Description	Amount
		VEN57CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2158 Accounts Payable	BAY NATION HOME HEALTH SERVICES INC		5,000.00
	Invoice		Date	Description	Amount
		VEN44CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2159 Accounts Payable	BAYSIDE POKE LLC		5,000.00
	Invoice		Date	Description	Amount
		VEN45CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2160 Accounts Payable	CHAM SAE BISTRO		5,000.00
	Invoice		Date	Description	Amount
		VEN49CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2161 Accounts Payable	BEST NAILS		5,000.00
	Invoice		Date	Description	Amount
		VEN47CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2162 Accounts Payable	K-TOWN BBQ		5,000.00
	Invoice		Date	Description	Amount
		VEN62CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2163 Accounts Payable	LA HUASTECA TAQUERIA		5,000.00
	Invoice		Date	Description	Amount

	VEN64CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2164 Accounts Payable	BEAR BITEZ LLC	5,000.00
	Invoice	Date	Description	Amount
	VEN46CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2165 Accounts Payable	101 FISH AND CHIPS	5,000.00
	Invoice	Date	Description	Amount
	VEN41CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2166 Accounts Payable	E BRAND GROUP USA, INC	5,000.00
	Invoice	Date	Description	Amount
	VEN54CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2167 Accounts Payable	CAL EATS LLC	5,000.00
	Invoice	Date	Description	Amount
	VEN48CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2168 Accounts Payable	EXPRESS AUTO	5,000.00
	Invoice	Date	Description	Amount
	VEN56CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2169 Accounts Payable	LITTLE SICHUAN RESTAURANT	5,000.00
	Invoice	Date	Description	Amount
	VEN66CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2170 Accounts Payable	THE ULTIMATE DELI	5,000.00
	Invoice	Date	Description	Amount
	VEN77CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2171 Accounts Payable	HAPPY FOOT LLC	5,000.00
	Invoice	Date	Description	Amount
	VEN58CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2172 Accounts Payable	J2AM - JOHNNY'S PUB	5,000.00
	Invoice	Date	Description	Amount
	VEN61CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2173 Accounts Payable	3D GOURMET CATERING	5,000.00
	Invoice	Date	Description	Amount
	VEN42CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2174 Accounts Payable	JC CLEANERS	5,000.00
	Invoice	Date	Description	Amount
	VEN59CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2175 Accounts Payable	LA CABANA RESTAURANT	5,000.00
	Invoice	Date	Description	Amount
	VEN63CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2176 Accounts Payable	SUPER FOOT SPA INC	5,000.00
	Invoice	Date	Description	Amount

	Invoice	Date	Description	Amount
	VEN76CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2177 Accounts Payable	CLASSIC CLEANERS	5,000.00
	VEN50CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2178 Accounts Payable	MUMBAI CHOWK	5,000.00
	VEN67CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2179 Accounts Payable	REMODELING BY TCM INC	5,000.00
	VEN72CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2180 Accounts Payable	RICK NEVES CONSTRUCTION	5,000.00
	VEN73CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2181 Accounts Payable	OK NOODLE HOUSE	5,000.00
	VEN69CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2182 Accounts Payable	SHIRTIQUE NEWPARK	5,000.00
	VEN74CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2183 Accounts Payable	COM TAM THANH RESTAURANT	5,000.00
	VEN51CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2184 Accounts Payable	REAL BEAUTY SKIN CARE, INC	5,000.00
	VEN71CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2185 Accounts Payable	PRINCE BEAUTY SALON	5,000.00
	VEN70CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2186 Accounts Payable	NORMA'S FLOWER SHOP	5,000.00
	VEN68CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2187 Accounts Payable	JEWELRY BY DESIGN	5,000.00
	VEN60CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2188 Accounts Payable	EUROPEAN AUTO W./EURO PARTS	5,000.00
	VEN55CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/18/2020	2189 Accounts Payable	DE PARIS NAIL SPA	5,000.00
	VEN53CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00

Check	Invoice	Date	Description	Amount
12/18/2020	2190 Accounts Payable		LAN LAN HEALTH SERVICE	5,000.00
	VEN65CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
12/18/2020	2191 Accounts Payable		COUSIN CAFE	5,000.00
	VEN52CRFGRANT	12/18/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
AP ZBA ACCOUNTS PAYABLE Totals:			Transactions: 38	\$190,000.00
Checks:	38	\$190,000.00		

LIVE Newark CA LIVE  
**Payment Batch Register**  
 Bank Account: AP - ZBA ACCOUNTS PAYABLE  
 Batch Date: 12/23/2020

Type	Date	Number Source	Payee Name	EFT Bank/Account	Transaction Amount
<b>Bank Account: AP - ZBA ACCOUNTS PAYABLE</b>					
Check	12/23/2020	2192 Accounts Payable	4LEAF INC		21,310.00
	Invoice		Date	Description	Amount
		J1118A30	12/15/2020	BUILDING INSPECTION ON-CALL FIELD INSPECTION SERVICES	21,310.00
Check	12/23/2020	2193 Accounts Payable	ACCESS		130.00
	Invoice		Date	Description	Amount
		8510063	11/30/2020	SHREDDING SVCS NOV 2020	130.00
Check	12/23/2020	2194 Accounts Payable	AIRGAS USA, LLC		66.32
	Invoice		Date	Description	Amount
		9975911608	11/30/2020	RENT CYL	66.32
Check	12/23/2020	2195 Accounts Payable	ALLIED AUTO STORES INC		889.02
	Invoice		Date	Description	Amount
		NOV' 20	11/30/2020	FLEET PARTS/SUPPLIES	889.02
Check	12/23/2020	2196 Accounts Payable	ALPINE AWARDS INC		114.98
	Invoice		Date	Description	Amount
		5543949	12/02/2020	5K TURKEY TROT MEDALS	114.98
Check	12/23/2020	2197 Accounts Payable	AT&T		33.68
	Invoice		Date	Description	Amount
		4367-120720	12/07/2020	WAN ACCT 4367 BILLING DATE 120720	33.68
Check	12/23/2020	2198 Accounts Payable	BATTERY SYSTEMS		95.94
	Invoice		Date	Description	Amount
		6224404	12/10/2020	BATTERIES	95.94
Check	12/23/2020	2199 Accounts Payable	BAY AREA BARRICADE SERVICE INC		1,733.61
	Invoice		Date	Description	Amount
		0017814	12/02/2020	STREET SIGNS	1,733.61
Check	12/23/2020	2200 Accounts Payable	BAY CENTRAL PRINTING		63.78
	Invoice		Date	Description	Amount
		187252	11/25/2020	BUSINESS CARDS FOR OFFICER TAYLOR	63.78
Check	12/23/2020	2201 Accounts Payable	BUREAU VERITAS NORTH AMERICA INC.		19,277.13
	Invoice		Date	Description	Amount

	1561731	12/17/2020	BI PLAN REVIEW SERVICES	16,115.49
	1561728	12/17/2020	BI PLAN REVIEW SERVICES	712.50
	1561727	12/17/2020	BI PLAN REVIEW SERVICES	2,198.10
	1561725	12/17/2020	BI PLAN REVIEW SERVICES	75.99
	1561724	12/17/2020	BI PLAN REVIEW SERVICES	88.60
	1561722	12/17/2020	BI PLAN REVIEW SERVICES	86.45
Check	12/23/2020	2202 Accounts Payable	BUTTERFLY PROPERTY, LP	1,860.00
	Invoice	Date	Description	Amount
	P12	11/26/2020	PARKING FEE OCTOBER	1,860.00
Check	12/23/2020	2203 Accounts Payable	CLEARs, INC	120.00
	Invoice	Date	Description	Amount
	2021	12/03/2020	CLEARs MEMBERSHIP 2021	120.00
Check	12/23/2020	2204 Accounts Payable	CALIFORNIA DEPT. OF TAX & FEE ADMINISTRATION	271.66
	Invoice	Date	Description	Amount
	0-015-782-108	04/01/2020	DIESEL FUEL- TAXES AND FEES	271.66
Check	12/23/2020	2205 Accounts Payable	CALIFORNIA DEPT OF TAX AND FEE ADMINISTRATION	16.70
	Invoice	Date	Description	Amount
	0-015-676-365	07/01/2020	DIESEL FUEL- TAXES AND FEES	16.70
Check	12/23/2020	2206 Accounts Payable	CEL CONSULTING, INC.	728.12
	Invoice	Date	Description	Amount
	181452	12/17/2020	SPECIAL INSPECTION/TESTING SRVS FOR THE CIVIC CENTER, PRJ 1188	728.12
Check	12/23/2020	2207 Accounts Payable	CH&NA LLC	5,000.00
	Invoice	Date	Description	Amount
	VEN49CRFGRANT2	12/22/2020	SMALL BUSINESS GRANT RECIPIENT	5,000.00
Check	12/23/2020	2208 Accounts Payable	CHARLES M. SALTER ASSOCIATES, INC.	6,405.00
	Invoice	Date	Description	Amount
	73672	12/15/2020	ACOUSTICAL ANALYSIS OF ROSEBRIAR PROJECT	6,405.00
Check	12/23/2020	2209 Accounts Payable	CHINESE JOURNAL LLC	1,584.00
	Invoice	Date	Description	Amount
	1803	10/20/2020	MEASURE PP TRANSLATION FOR NOVEMBE 3, 2020 GENERAL ELECTION	1,584.00
Check	12/23/2020	2210 Accounts Payable	CITY OF FREMONT	9,681.00
	Invoice	Date	Description	Amount
	316387	12/01/2020	SHELTER OPERATING EXPS DEC 2020	9,681.00
Check	12/23/2020	2211 Accounts Payable	SPECTRUM SMALL BUSINESS SERVICES, LLC	562.50
	Invoice	Date	Description	Amount
	2006	12/18/2020	CONSULTING ON REFERRALS TO BUSINESS SUPPORT AGENCIES	562.50
Check	12/23/2020	2212 Accounts Payable	ALAMEDA COUNTY INFORMATION TECHNOLOGY DEPARTMENT	3,305.48
	Invoice	Date	Description	Amount

Invoice	Date	Description	Amount
112-2011036	12/09/2020	AWS ACCESS FEES NOV 2020	3,305.48
Check 12/23/2020	2213 Accounts Payable	CYNTHIA M KIRBY	300.00
2012055	12/01/2020	POLYGRAPH TEST FEE	300.00
Check 12/23/2020	2214 Accounts Payable	DMV RENEWAL	81.00
26967	10/27/2020	SPECIAL EQUIPMENT BILLING VH #205	27.00
26966	10/27/2020	SPECIAL EQUIPMENT BILLING VH #254	27.00
26969	10/27/2020	SPECIAL EQUIPMENT BILLING VH #370 COMPRESSOR	27.00
Check 12/23/2020	2215 Accounts Payable	DUKE DE LEON	360.00
4149	11/23/2020	VIDEO 11/19/20 SPECIAL COVID-19 CITY COUNCIL MEETING	60.00
4150	12/13/2020	VIDEO DECEMBER CITY COUNCIL AND PLANNING COMMISSION MEETINGS	300.00
Check 12/23/2020	2216 Accounts Payable	ECS IMAGING, INC.	2,456.40
15519	10/28/2020	DOCUMENT SCANNING SERVICES	503.80
15520	10/28/2020	DOCUMENT SCANNING SERVICES	443.85
15521	10/28/2020	DOCUMENT SCANNING SERVICES	1,508.75
Check 12/23/2020	2217 Accounts Payable	EMC PLANNING GROUP INC.	7,963.46
20-476	11/30/2020	CONSULTING ON NEWPARK PLACE SPECIFIC PLAN	7,963.46
Check 12/23/2020	2218 Accounts Payable	EQUIFAX INFORMATION SVCS LLC	50.43
6053257	10/07/2020	CREDIT BUREAU REPORTS CHARGE	50.43
Check 12/23/2020	2219 Accounts Payable	FEHR & PEERS	8,144.67
142424	12/14/2020	TASK ORDER #1 - ON CALL TRAFFIC ENGINEERING SERVICES	8,144.67
Check 12/23/2020	2220 Accounts Payable	FREMONT FORD/AUTOBODY OF FREMONT	737.13
146592	12/07/2020	MOULDING	204.09
146561	12/08/2020	LIFT ASY	133.41
326679	12/07/2020	REPLACEMENT SEAT CUSHION	399.63
Check 12/23/2020	2221 Accounts Payable	GEOCON CONSULTANTS, INC.	7,960.10
220100209	11/10/2020	GEOTECHNICAL SERVICES FOR CIVIC CENTER PROJECT	5,096.10
220110207	12/01/2020	GEOTECHNICAL SERVICES FOR CIVIC CENTER PROJECT	2,864.00
Check 12/23/2020	2222 Accounts Payable	HOME DEPOT CREDIT SERVICES	1,667.19
DEC' 20	12/13/2020	SUPPLIES	1,667.19
Check 12/23/2020	2223 Accounts Payable	ICLEI LOCAL GOVERNMENTS FOR SUSTAINABILITY	600.00



	Invoice	Date	Description	Amount
	2059	10/21/2020	ANNUAL MEMBERSHIP DUES 1/1/21-12/31/21	600.00
Check	12/23/2020	2224 Accounts Payable	KBA DOCUMENT SOLUTIONS, LLC	490.90
	Invoice	Date	Description	Amount
	55Y1139192	12/01/2020	COPIER INVOICE	490.90
Check	12/23/2020	2225 Accounts Payable	KBA DOCUMENT SOLUTIONS, LLC	3,222.21
	Invoice	Date	Description	Amount
	7766412	12/10/2020	COPIER INVOICE	3,222.21
Check	12/23/2020	2226 Accounts Payable	L.N. CURTIS AND SONS	1,561.72
	Invoice	Date	Description	Amount
	INV412362	08/07/2020	FLEET SPANNER AND BELT CUTTER PROJECT 2021-04	780.86
	INV415078	08/19/2020	FLEET TOOLS AND PARTS-SPANNER WRENCH/BELT CUTTER/POWER	780.86
Check	12/23/2020	2227 Accounts Payable	LANGUAGE LINE SERVICES	306.67
	Invoice	Date	Description	Amount
	4914227	11/30/2020	LANGUAGE LINE SVCS NOV 2020	306.67
Check	12/23/2020	2228 Accounts Payable	LEHR AUTO	16,539.76
	Invoice	Date	Description	Amount
	SI52888	10/29/2020	TOUGHBOOK KEYBOARD PROJECT 2021-02	16,539.76
Check	12/23/2020	2229 Accounts Payable	LEXISNEXIS RISK DATA MANAGEMENT INC.	424.20
	Invoice	Date	Description	Amount
	1415640-20201130	11/30/2020	ACCURINT SUBSCRIPTION NOV 2020	424.20
Check	12/23/2020	2230 Accounts Payable	LINCOLN AQUATICS	1,042.60
	Invoice	Date	Description	Amount
	NU185810	11/17/2020	SODIUM BICARBONATE/CALCIUM CHLORIDE	480.71
	NS354109	11/23/2020	COLORQ PHOTOMETER KIT	561.89
Check	12/23/2020	2231 Accounts Payable	JOLIE MACIAS	445.70
	Invoice	Date	Description	Amount
	1130-120420EXP	12/08/2020	PATROL POST TRAINING EXPS	445.70
Check	12/23/2020	2232 Accounts Payable	MANAGEMENT PARTNERS INC.	5,272.50
	Invoice	Date	Description	Amount
	INV08999	12/02/2020	ADVISE ON ECONOMIC DEVELOPMENT PROJECTS	5,272.50
Check	12/23/2020	2233 Accounts Payable	MARK GOTHARD	1,419.18
	Invoice	Date	Description	Amount
	0903-121020	12/10/2020	KID SAFE KARATE FOR 9/3 - 12/10	1,419.18
Check	12/23/2020	2234 Accounts Payable	AVENU MUNISERVICES	2,600.00
	Invoice	Date	Description	Amount
	INV06-010455	12/03/2020	TOT AUDIT AND ANALYSIS - NOV'20	2,600.00
Check	12/23/2020	2235 Accounts Payable	NEW IMAGE LANDSCAPE	780.00
	Invoice	Date	Description	Amount

	412080	09/30/2020	IRRIGATION REPAIRS AT THORTON AVE	120.00
	411298	07/06/2020	VALVE REPLACEMENT	660.00
Check	12/23/2020	2236 Accounts Payable	NEWARK PAVILION	4,500.00
	Invoice	Date	Description	Amount
	20-54	12/15/2020	PARKING FEE DECEMBER	4,500.00
Check	12/23/2020	2237 Accounts Payable	PERFORMANCE PEST MANAGEMENT	634.00
	Invoice	Date	Description	Amount
	53901	11/30/2020	PEST SERVICE-FIRE STATION 3 #102701	77.00
	54620	11/19/2020	PEST SERVICE- CITY HALL #102699	125.00
	54232	12/03/2020	PEST SERVICE-SERVICE CENTER #102702	125.00
	54278	12/03/2020	PEST SERVICE-FIRE STATION 1 #102707	80.00
	54442	12/03/2020	PEST SERVICE-FIRE STATION 3 #102701	77.00
	54489	12/03/2020	PEST SERVICE-FIRE STATION 2 #102709	75.00
	54490	12/03/2020	PEST SERVICE-COMMUNITY CENTER #102700	75.00
Check	12/23/2020	2238 Accounts Payable	PLAN JPA	1,300.00
	Invoice	Date	Description	Amount
	PLAN-2020-584	12/11/2020	GENERAL LIABILITY CLAIMS	1,300.00
Check	12/23/2020	2239 Accounts Payable	PERF	200.00
	Invoice	Date	Description	Amount
	6510	11/19/2020	PERF MEMBERSHIP FOR CHIEF ANDERSON 2021	200.00
Check	12/23/2020	2240 Accounts Payable	E-IKON, LLC.	27,300.00
	Invoice	Date	Description	Amount
	348	11/01/2020	IT SERVICES FOR OCTOBER 2020	13,300.00
	353	12/01/2020	IT SERVICES FOR NOVEMBER 2020	14,000.00
Check	12/23/2020	2241 Accounts Payable	QUADIENT LEASING USA, INC.	415.11
	Invoice	Date	Description	Amount
	N8604162	11/30/2020	MAILING MACHINE LEASE AGREEMENT - 12/20	415.11
Check	12/23/2020	2242 Accounts Payable	QUINCY ENGINEERING INC	20,565.00
	Invoice	Date	Description	Amount
	16-N131.00-13	10/31/2020	CENTRAL OVERPASS ENGINEERING	20,565.00
Check	12/23/2020	2243 Accounts Payable	REFLEX TRAFFIC SYSTEMS	17,400.00
	Invoice	Date	Description	Amount
	INVI-2999	11/30/2020	REDLIGHT CAMERA MONITORING NOV 2020	17,400.00
Check	12/23/2020	2244 Accounts Payable	RHOADES PLANNING GROUP, INC.	5,279.99
	Invoice	Date	Description	Amount
	18-07-31	12/18/2020	PROFESSIONAL SERVICES FOR OLD TOWN SPECIFIC PLAN	5,279.99
Check	12/23/2020	2245 Accounts Payable	SFPUC	3,420.18
	Invoice	Date	Description	Amount
	45214	11/23/2020	RENT-WATER AC 2866	2,567.46
	45184	11/23/2020	RENT-WATER AC 3642	852.72
Check	12/23/2020	2246 Accounts Payable	SAN MATEO REGIONAL NETWORK INC	175.00

	Invoice	Date	Description	Amount
	23532	12/10/2020	SPAM & VIRUS FILTERING DEC 2020	175.00
Check	12/23/2020	2247 Accounts Payable	STAPLES	993.45
	Invoice	Date	Description	Amount
	8060507185	11/30/2020	OFFICE SUPPLIES	993.45
Check	12/23/2020	2248 Accounts Payable	SYSCO SAN FRANCISCO	29.89
	Invoice	Date	Description	Amount
	350983978	11/16/2020	PAYMENT FOR CAMP NEWARK SNACKS	29.89
Check	12/23/2020	2249 Accounts Payable	TIREHUB, LLC	3,320.26
	Invoice	Date	Description	Amount
	16239258	09/29/2020	GY ASSUR ALL SEASON TIRES	280.35
	16217160	09/28/2020	EAGLE ENFORCER TIRE	1,351.07
	16533364	10/14/2020	EAGLE ENFORCER TIRE	1,688.84
Check	12/23/2020	2250 Accounts Payable	JENNIFER TRAN	17.64
	Invoice	Date	Description	Amount
	1102-113020EXP	12/02/2020	MILEAGE REIMBURSEMENT NOV 2020	17.64
Check	12/23/2020	2251 Accounts Payable	LINA TRAN	625.00
	Invoice	Date	Description	Amount
	PR121520	12/18/2020	PAYROLL - BOUNCE BACK	625.00
Check	12/23/2020	2252 Accounts Payable	TYLER TECHNOLOGIES, INC.	4,800.00
	Invoice	Date	Description	Amount
	045-321749	11/18/2020	ERP IMPLEMENTATION - FM, HR, ESUITE 11/09-11/13/20	4,800.00
Check	12/23/2020	2253 Accounts Payable	TYLER BUSINESS FORMS	307.95
	Invoice	Date	Description	Amount
	53574	12/11/2020	1099 SUPPLIES	307.95
Check	12/23/2020	2254 Accounts Payable	U.S. BANK NATIONAL ASSOCIATION	220,322.36
	Invoice	Date	Description	Amount
	10860.00020	11/30/2020	WEBCOR RETENTION PAYMENT - ACCOUNT #260108010	220,322.36
Check	12/23/2020	2255 Accounts Payable	VERIZON WIRELESS	456.12
	Invoice	Date	Description	Amount
	9868796468	12/10/2020	CELL SERVICE FOR IPADS	456.12
Check	12/23/2020	2256 Accounts Payable	VERIZON BUSINESS SERVICES	627.05
	Invoice	Date	Description	Amount
	71656353	11/20/2020	CELL SVC FOR MDC'S OCT 2020	627.05
Check	12/23/2020	2257 Accounts Payable	WEBCOR CONSTRUCTION, LP	4,186,124.80
	Invoice	Date	Description	Amount
	10860.00020	11/30/2020	NOVEMBER CIVIC CENTER PAYMENT	4,186,124.80
Check	12/23/2020	2258 Accounts Payable	YORK RISK SERVICES GROUP, INC.	3,182.25
	Invoice	Date	Description	Amount
	400000047965	12/11/2020	WORKERS COMPENSATION ADMINISTRATION FEES 12/01/20 - 12/31/20	3,182.25

Check	12/23/2020	2259 Accounts Payable	AMBRIZ , DENISE	20.00	
	<u>Invoice</u>		<u>Date</u>	<u>Description</u>	<u>Amount</u>
	615752		12/17/2020	REFUND FOR CANCELLED EVENT DUE TO NEW SIP ORDERS	20.00
AP ZBA ACCOUNTS PAYABLE Totals:			Transactions: 68	\$4,639,690.79	
Checks:	68	\$4,639,690.79			



# CITY OF NEWARK

## CITY COUNCIL

City Administration Building, City Council Chambers

37101 Newark Boulevard, Newark, CA 94560 | (510) 578-4266 | E-mail: [city.clerk@newark.org](mailto:city.clerk@newark.org)

Minutes

Thursday, December 10, 2020

7:00 P.M.

### A. ROLL CALL

Mayor Nagy called the meeting to order at 7:00 p.m. Present were Council Members Hannon, Collazo, Freitas, and Bucci. All participated via virtual teleconference.

### B. PRESENTATIONS

#### B.1 Declaring the results of the November 3, 2020, General Municipal Election.

**RESOLUTION NO. 11143**

**MOTION APPROVED**

**ORDINANCE NO. 526**

City Clerk Harrington gave the staff report recommending approval. Mayor Nagy, Council Member Freitas, and Council Member Collazo were each re-elected to their respective seats. Measure PP was approved extending the Utility Users Tax until December 31, 2029.

Council Member Hannon moved, Council Member Bucci seconded to, by resolution, declare the results of the General Municipal Election of November 3, 2020 and by motion, authorize the Mayor to sign the initiative ordinance of the voters of the City of Newark to levy a local transactions and use (sales) tax to be administered by the State Board of Equalization. The motion passed, 5 AYES.

City Clerk Harrington administered the Oath of Office to Mayor Nagy, Council Member Collazo, and Council Member Freitas.

#### B.2 Commending Police Officers Torres and Swadener for their life saving actions.

Mayor Nagy commended Police Officers Torres and Swadener, whose combined actions saved a life.

**B.3 Presentation on the Newark Library.**

Library Manager Stoner gave a presentation on library services and equipment replacement during the pandemic. (Copy on file with City Clerk.)

Council Member Collazo suggested displaying the historical quilts, referenced in Mr. Stoner's presentation, when the new library opens.

**C. PUBLIC COMMENT**

No one requested to speak.

**D. CONSENT CALENDAR**

Council Member Freitas moved, Council Member Bucci seconded, to approve Consent Calendar Items D.1 through D.12 that the resolutions be numbered consecutively, and that reading of the titles suffice for adoption of the resolutions. The motion passed, 5 AYES.

**D.1 Approval of Register of Audited Demands.**

**D.2 Approval of minutes November 12 and November 19, 2020.**

**D.3 Motion accepting the Measure GG Transaction and Use Tax Oversight Committee Annual Report for Fiscal Year 2018-2019. MOTION APPROVED**

**D.4 Approval of the 2021 Local Appointments List. MOTION APPROVED**

**D.5 Approval of City Council meeting dates for calendar year 2021. RESOLUTION NO. 11144**

**D.6 Confirmation of the Continued Existence of a Local Emergency due to COVID-19. RESOLUTION NO. 11145**

**D.7 Approval of the Final Map and Subdivision Improvement Agreement for Tract 8387 – Filbert Villas (SRAJ Development, LLC), an 8-lot, 16-unit townhome-style residential subdivision at 37243 and 37257 Filbert Street. RESOLUTION NO. 11146, CONTRACT NO. 20069**

**D.8 Approval of the solid waste collection, recycling, and organics services maximum rates for Calendar Year 2021 with an increase of 2.8% over 2020. RESOLUTION NO. 11147**

**D.9 Approval of allocation of \$75,000 of Measure B COVID-19 Rapid Response Bicycle and Pedestrian Grant Program funds to the Jarvis Avenue Class II Buffered Bike Lanes, Project No. 1294. MOTION APPROVED**

- D.10 Authorizing the City Manager to Execute the First Amendment to the Contractual Services Agreement with EMC Planning Group Inc. to Provide Environmental and Design Review Services Associated with the Implementation of the NewPark Place Specific Plan. RESOLUTION NO. 11148, CONTRACT NO. 20051**
- D.11 Approving an amendment to the City's salary schedule for certain positions in the Exempt Service Employee Group to amend the Hourly Wage Rate Schedule for Part-Time, Seasonal, and Temporary (PST) classifications, and revoking the previous resolution. RESOLUTION NO. 11149**
- D.12 Acceptance of the Annual Report on Newark Development Impact Fees for Fiscal Year 2019-2020 in accordance with Government Code Section 66006(b). MOTION APPROVED**

## **E. PUBLIC HEARINGS**

## **F. OTHER BUSINESS**

- F.1 Adoption of an Urgency Ordinance of the City of Newark to Establish a Temporary 15% Limit on Third-Party Delivery Fees on Food Delivery Service Providers. URGENCY ORDINANCE NO. 527**

Council Member Collazo stated that she had an economic conflict of interest because the Mexico Tortilla Factory would be impacted by the proposed ordinance. She announced that she would recuse herself from participation. City Clerk Harrington placed Council Member Collazo's teleconference access on hold.

City Manager Benoun gave the staff report recommending approval. He noted that based on a suggestion from Council Member Hannon, the ordinance was revised to add administrative fines.

No one requested to speak.

Council Member Bucci moved, Council Member Hannon seconded to adopt an urgency ordinance that establishes a temporary limit of fifteen percent (15%) on fees by third-party food delivery services to restaurants in Newark during the COVID-19 Pandemic. The motion passed, 4 AYES, 1 RECUSED.

Council Member Collazo rejoined the meeting.

- F.2 Update on the 2020-2022 Biennial Budget.**

City Manager Benoun and Finance Director Lee gave the presentation (on file with City Clerk).

No one requested to speak.

**F.3 Approving and Authorizing the City Manager to execute Side Letters between the City of Newark and the Newark Association of Miscellaneous Employees (NAME), Newark Police Association (NPA), and Newark Police Management Association (NPMA) and to execute Compensation and Benefit Plan Modifications for Employees participating in the Compensation and Benefit Plans for City Officials and the Management, Supervisory and Professional Employee Group and the Confidential Group to provide a one-time opportunity to receive pay for accrued vacation, compensatory time earned, or accrued general leave, as applicable.**

**RESOLUTION NO. 11150 NAME**

**RESOLUTION NO. 11151 NPA**

**RESOLUTION NO. 11152 NPMA**

**RESOLUTION NO. 11153 CITY OFFICIALS**

**RESOLUTION NO. 11154 CONFIDENTIAL**

City Manager Benoun stated that the City is transitioning to a biweekly payroll system. Due to the transition the first payroll period of 2021 will consist of one week of pay. He requested authorization to allow employees the option to use cashable leave to supplement the first check.

No one requested to speak.

Council Member Freitas moved, Council Member Collazo seconded to, by resolutions, approve and authorize the City Manager to execute the Side Letter Agreements between the City of Newark and NAME, NPA and NPMA and approve and authorize the City Manager to execute the compensation and benefit plan modifications for the Confidential and City Officials and the Management, Supervisory, and Professional Employee Groups to provide a one-time opportunity to receive pay for accrued vacation, compensatory time earned, and/or accrued general leave, as applicable. The motion passed, 5 AYES.

**F.4 Authorization for the Mayor to sign a five-year agreement with the Alameda County Fire Department for fire and emergency response services. RESOLUTION NO. 11155**

City Manager Benoun gave the staff report recommending approval.

Sean Burrows, President Alameda County Firefighters Local 55 sent an email in support of the agreement. Clerk Harrington read the email aloud into the record.

Council Member Bucci moved, Council Member Collazo seconded to by resolution, authorize the Mayor to execute a five-year agreement between the City of Newark and the Alameda County Fire Department for fire and emergency response services. The motion passed, 5 AYES.



**G. CITY COUNCIL MATTERS**

**G.1 Reappointment of Karen Bridges to the Planning Commission. RESOLUTION NO. 11156**

Mayor Nagy recommended the reappointment of Karen Bridges to the Planning Commission.

Council Member Freitas moved, Council Member Collazo seconded to, by resolution, approve the reappointment of Karen Bridges to the Planning Commission, for a term to expire on December 31, 2024. The motion passed, 5 AYES.

**G.2 Appointment of Vice Mayor and authorization for the Vice Mayor to sign and endorse checks, warrants, and other instruments. MOTION APPROVED, RESOLUTION NO. 11157**

Council Member Freitas moved, Council Member Hannon seconded to, by motion, appoint Mike Bucci as Vice Mayor. The motion passed, 5 AYES.

Council Member Freitas moved, Council Member Hannon seconded to, by resolution, authorize Vice Mayor Bucci to sign and endorse checks, warrants, and other instruments. The motion passed, 5 AYES.

**G.3 Appointments of City Council Members to agencies, boards, commissions, and committees. RESOLUTION NO. 11158 Council appointments RESOLUTION NO. 11159 Housing Authority nomination**

Mayor Nagy asked if there was any interest in changing the current council assignments. None of the City Council Members requested changes. The assignments remained the same for the 2021 calendar year.

Alameda County Fire Advisory Commission	Council Members Bucci and Collazo – delegate and alternate
Alameda County Library Advisory Commission	Council Member Collazo and Mayor Nagy – delegate and alternate
Alameda-Contra Costa Transit District Policy Advisory Committee	Council Members Bucci and Hannon – delegates
Alameda County Transportation Commission	Council Members Freitas and Collazo – delegate and alternate
Alameda County Waste Management	Council Members Hannon and

Authority Board/Stopwaste.org	Freitas – delegate and alternate
Association of Bay Area Governments (ABAG)	Council Member Bucci and Mayor Nagy – delegate and alternate
Community Development Advisory Committee	Mayor Nagy and Council Member Freitas – delegates
Dumbarton Rail Policy Advisory Committee	Mayor Nagy and Council Member Bucci – delegate and alternate
East Bay Community Energy Board of Directors	Council Member Hannon and Mayor Nagy – delegate and alternate
Newark City Council –Board of Education Liaison Committee	Council Members Hannon and Collazo – delegates
Tri-City Elder Coalition	Mayor Nagy – delegate
Senior Citizen Standing Advisory Committee	Mayor Nagy delegate and chairperson
Southern Alameda County Geographic Information System Authority	Mayor Nagy and Council Member Bucci – delegate and alternate
Tri-City Waste Facility Financing	Mayor Nagy and Council Member Hannon – delegates

Council Member Hannon requested a four-year reappointment to the Housing Commission of the Alameda County Housing Authority.

Kurt Wiest, Executive Director, Housing Authority of the County of Alameda (HACA) submitted an email in support of the reappointment of Council Member Hannon to HACA. City Clerk Harrington read the email into the record.

Moved by Council Member Hannon, seconded by Vice Mayor Bucci to by resolutions: 1) approve the appointments to the various agencies, boards, commissions, and committees; and 2) reappoint Council Member Hannon to the Housing Commission of the Alameda County Housing Authority. The motion passed 5 AYES.

**H. CLOSED SESSION**

**I. ADJOURNMENT**

Mayor Nagy adjourned the meeting at 9:16 pm.

**D.3 Acceptance of work with G. Bortolotto & Company, Inc. for the 2018 Asphalt Concrete Street Overlay Program, Project 1179 – from Senior Civil Engineer Tran.  
(RESOLUTION)**

**Background/Discussion** – On July 26, 2018, the City Council awarded a contract to G. Bortolotto & Company, Inc. for the 2018 Asphalt Concrete Street Overlay Program, Project 1179. This project consisted of localized patch paving, pavement grinding, pavement resurfacing, and re-striping on various City streets, including Anvers Place, Balentine Drive from Stevenson Boulevard to Cedar Boulevard, Cabot Court, Central Avenue from the I-880 overpass to Timber Street, Ervin Court, La Salle Drive from Cherry Street to Fontaine Avenue, Landes Place, and Spencer Court. The project punch list items included the repair of minor pavement defects on a few of the project streets. These repairs were deferred for an extended period of time to ensure that the contractor’s method of repair was acceptable to staff.

This project was completed within the original budget using a combination of Alameda County Measure B/BB Sales Tax funds, Vehicle Registration Fee funds, SB1 Road Maintenance and Rehabilitation Account funds, and Highway Users Tax funds. Staff has reviewed and inspected the entire scope of work which has now been satisfactorily completed in accordance with the approved project plans and specifications and all applicable standards. Pursuant to the State of California Public Contract Code, formal acceptance of the work by the City Council is now recommended.

**Attachment** – Resolution

**Action** – Staff recommends that the City Council, by resolution, accept the work with G. Bortolotto & Company, Inc. for the 2018 Asphalt Concrete Street Overlay Program, Project 1179.

RESOLUTION NO.

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF  
NEWARK ACCEPTING THE WORK WITH G. BORTOLOTTO  
& COMPANY, INC. FOR 2018 ASPHALT CONCRETE  
STREET OVERLAY PROGRAM, PROJECT 1179

WHEREAS, the City of Newark entered into a contract with G. Bortolotto & Company, Inc., pursuant to Resolution No. 10,828, for the 2018 Asphalt Concrete Street Overlay Program, Project 1179, in the City of Newark, in accordance with plans and specifications for the contract; and

WHEREAS, said work has been completed in conformance with the plans and specifications of the contract hereinabove referred to and the conditions thereof;

NOW, THEREFORE, BE IT RESOLVED that said work is hereby accepted and the City Council does hereby authorize the release of bonds guaranteeing completion of the work, the filing of a Notice of Completion, and payment to the contractor pursuant to the contract.

**D.4 Approval of plans and specifications, acceptance of bid, and award of contract for the Total Bid to Saviano Company, Inc. for Birch Grove Park Tennis Court Resurfacing, Project 1198 – from Senior Civil Engineer Tran.**

**(MOTION) (RESOLUTION)**

**Background/Discussion** –The scope of work for this project includes resurfacing the four existing all-weather tennis courts at Birch Grove Park and upgrading nets, net posts, and windscreens.

Bids for the project were opened on December 15, 2020. The City received a total of four bids as follows:

<b>Bidder</b>	<b>Total Bid</b>
Saviano Company, Inc.	\$61,174.40
First Serve Productions, Inc.	\$74,823.00
Dryco Construction, Inc.	\$81,784.77
Vintage Contractors, Inc.	\$98,149.00
Engineer's Estimate	\$90,120.00

The low monetary bidder, Saviano Company, Inc., provided a responsive bid, is experienced in this type of project and is a responsible contractor. Staff recommends that the City Council accept the bid and award the contract to the lowest responsible bidder, Saviano Company, Inc. for the Total Bid, in the amount of \$61,174.40.

Staff also recommends including an additional \$5,825.60 in construction contingency, equivalent to approximately ten percent of the contract amount, to account for any unanticipated construction costs. The added contingency would bring the recommended allocation for the project to \$67,000.

The 2020-2022 Biennial Budget and Capital Improvement Plan includes funding for the resurfacing of the tennis courts at Birch Grove Park using Capital Funds.

**Attachment** – Resolution; Public Works Contract Agreement

**Action** –Staff recommends that the City Council, by motion, approve the plans and specifications and by resolution, accept the bid, and award the contract for the Total Bid to Saviano Company, Inc. for Birch Grove Park Tennis Court Resurfacing, Project 1198.

RESOLUTION NO.

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF  
NEWARK ACCEPTING THE BID AND AWARDING THE  
CONTRACT FOR THE TOTAL BID TO SAVIANO  
COMPANY, INC. FOR BIRCH GROVE PARK TENNIS  
COURT RESURFACING, PROJECT 1198

WHEREAS, the Public Works Department invited sealed bids for the construction of public improvements for Birch Grove Park Tennis Court Resurfacing, Project 1198 (the "Project"); and

WHEREAS, the City has, upon due notice, received a total of four bids for the Project that were reviewed by staff for responsiveness and responsibility; and

WHEREAS, Saviano Company, Inc. was determined to be the lowest responsible bidder with a total bid of \$61,174.40; and

WHEREAS, staff recommends allocating an additional \$5,825.60 in construction contingency, which would bring the total allocation for the Project to \$67,000.

NOW THEREFORE, BE IT RESOLVED that the City Council of the City of Newark does hereby find that Saviano Company, Inc. was the lowest responsible bidder for Birch Grove Park Tennis Court Resurfacing, Project 1198, in the City of Newark.

BE IT FURTHER RESOLVED that the City Council does hereby accept said bid of said company and does hereby authorize the City Manager of the City of Newark to execute an agreement with said company, in a form approved by the City Attorney, for the construction of Birch Grove Park Tennis Court Resurfacing, Project 1198, according to the plans, specifications, and terms of said bid in an amount not to exceed \$61,174.40.

BE IT FURTHER RESOLVED that the City Council does hereby approve a construction contingency in the amount of \$5,825.60, resulting in a total allocation of \$67,000 for the Project and authorizes the City Manager, or their designee, to execute any change orders necessary to account for unanticipated construction costs within the total allocation for the Project.

BE IT FURTHER RESOLVED that the City Manager is authorized to take any actions necessary to effectuate the intent of this Resolution.

**D.5 Authorizing Grant Applications for the State of California Proposition 68 Per Capita Grant Program – from Public Works Director Fajeau. (RESOLUTION)**

**Background/Discussion** – The current round of funding under State of California Proposition 68, the “Parks and Water Bond Act of 2018” (Senate Bill 5) includes approximately \$185M through the Per Capita Grant Program for local jurisdictions to provide local park rehabilitation, improvements and creation. The City of Newark’s base per capita allocation through this program is \$177,952. As a jurisdiction with a population below 200,000 in an urbanized county (population 500,000 or more), the City qualifies for an additional \$29,772 for a total allocation of \$207,724. This funding program is administered by the California State Park’s Office of Grants and Local Services (OGALS).

The process to obtain these funds is initiated by the City Council’s adoption of a Resolution authorizing the City Manager to apply to the Per Capita Grant Program for project(s) that meet the program criteria. Adoption of the Resolution expresses the City’s agreement with the general program guidelines and delegates the authority to the City Manager or his designee to conduct all negotiations and sign and submit all documents which may be necessary for the program grant scope. It is anticipated that the City would be responsible for a program matching amount of 20% (\$41,545) to utilize the full funding allocation. All proposed future funding applications for previously approved projects would be provided to the City Council. Any proposed new projects would be proposed for consideration by the City Council.

**Attachments** – Resolution

**Action** – Staff recommends that the City Council, by resolution, authorize grant applications for the State of California Proposition 68 Per Capita Grant Program.



RESOLUTION NO.

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF  
NEWARK APPROVING THE FILING OF APPLICATION(S)  
FOR PROPOSITION 68 PER CAPITA GRANT FUNDS

WHEREAS, the State Department of Parks and Recreation has been delegated the responsibility by the Legislature of the State of California for the administration of the Per Capita Grant Program, setting up necessary procedures governing application(s); and

WHEREAS, said procedures established by the State Department of Parks and Recreation require the grantee's Governing Body to certify by resolution the approval of project application(s) before submission of said applications to the State; and

WHEREAS, the grantee will enter into a contract(s) with the State of California to complete project(s);

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Newark hereby:

1. Approves the filing of project application(s) for Per Capita program grant project(s); and
2. Certifies that said grantee has or will have available, prior to commencement of project work utilizing Per Capita funding, sufficient funds to complete the project(s); and
3. Certifies that the grantee has or will have sufficient funds to operate and maintain the project(s), and
4. Certifies that all projects proposed will be consistent with the park and recreation element of the City of Newark general or recreation plan (PRC §80063(a)), and
5. Certifies that these funds will be used to supplement, not supplant, local revenues in existence as of June 5, 2018 (PRC §80062(d)), and
6. Certifies that it will comply with the provisions of §1771.5 of the State Labor Code, and
7. (PRC §80001(b)(8)(A-G)) To the extent practicable, as identified in the "Presidential Memorandum--Promoting Diversity and Inclusion in Our National Parks, National Forests, and Other Public Lands and Waters," dated January 12, 2017, the City of Newark will consider a range of actions that include, but are not limited to, the following:
  - (A) Conducting active outreach to diverse populations, particularly minority, low-income, and disabled populations and tribal communities, to increase awareness within those communities and the public generally about specific programs and opportunities.
  - (B) Mentoring new environmental, outdoor recreation, and conservation leaders to increase diverse representation across these areas.
  - (C) Creating new partnerships with state, local, tribal, private, and nonprofit organizations to expand access for diverse populations.
  - (D) Identifying and implementing improvements to existing programs to increase visitation and access by diverse populations, particularly minority, low-income, and disabled populations and tribal communities.

(E) Expanding the use of multilingual and culturally appropriate materials in public communications and educational strategies, including through social media strategies, as appropriate, that target diverse populations.

(F) Developing or expanding coordinated efforts to promote youth engagement and empowerment, including fostering new partnerships with diversity-serving and youth-serving organizations, urban areas, and programs.

(G) Identifying possible staff liaisons to diverse populations.

8. Agrees that to the extent practicable, the project(s) will provide workforce education and training, contractor and job opportunities for disadvantaged communities (PRC §80001(b)(5)).
9. Certifies that the grantee shall not reduce the amount of funding otherwise available to be spent on parks or other projects eligible for funds under this division in its jurisdiction. A one-time allocation of other funding that has been expended for parks or other projects, but which is not available on an ongoing basis, shall not be considered when calculating a recipient's annual expenditures. (PRC §80062(d)).
10. Certifies that the grantee has reviewed, understands, and agrees to the General Provisions contained in the contract shown in the Procedural Guide; and
11. Delegates the authority to the City Manager, or designee to conduct all negotiations, sign and submit all documents, including, but not limited to applications, agreements, amendments, and payment requests, which may be necessary for the completion of the grant scope(s); and
12. Agrees to comply with all applicable federal, state and local laws, ordinances, rules, regulations and guidelines.

**F.1 Biotechnology Industry Overview and Economic Development Update - from Economic Development Manager Stedler and Community Development Director Turner.**

**Background/Discussion**

Introduction and Perspective on Business During the current Pandemic<sup>1</sup>

This staff report provides an update at the ten-month mark of the current pandemic from an economic development perspective, including an overview of businesses that are struggling and those that are growing. To illustrate how some businesses are thriving, this report highlights the expanding biotechnology sector in Newark. Finally, this report provides an overview of the various programs and services that the City has offered to support those businesses that are facing economic hardship.

Generally speaking, while pandemic recovery is expected because of vaccine distribution, the first quarter of calendar year 2021 will likely be the most challenging period of the pandemic yet due to increasing infection rates. Further, by March 2021 many businesses will have experienced a full year of significantly lower income, which will probably be a continuing burden for many owners and employees.

The pandemic has dealt both hardship and favor depending on the business sector and individual business situations. Many experts describe the ‘accelerator effect’ of the pandemic, where accelerating change challenges pre-pandemic business models, sometimes making them obsolete, or opening new competitive options. City revenues, reflecting challenged business income, are down, too. We are “in this together” with losses and gains in revenue and jobs at threatened and thriving Newark companies and businesses. Therefore, this report highlights the support the City has delivered to local businesses, and support that is in progress and anticipated through recovery and beyond.

Even during this crisis, a three-part economic development focus is useful as a strategic and tactical discipline. We are not only fighting a crisis, we are laying groundwork for a strong recovery for businesses and city revenue. The three parts, even when applied to crisis, are: 1. Create and capture opportunities to improve the tax base, job offerings, and community benefits; 2. Stay proactively alert and responsive to regional industry forces that drive the Bay Area economy; 3. Build relationships with Newark companies to improve collaboration with the City, among businesses themselves, between businesses and educators, schools, and the Newark community. This update reflects this economic development focus through the pandemic crisis and recovery.

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<sup>1</sup> This report uses the term pandemic as a simple reference to the coronavirus pandemic, and the term COVID-19 in reference to the illness it causes.

### Threatened Businesses – Hospitality, Personal Services, Gyms

The highly threatened business sectors listed in this subject heading include those that are predominantly family-owned, have limited savings and access to capital, and are subject to public health closures. In a Silicon Valley forum for mayors and business leaders held during the early months of the pandemic crisis, the Boston Consulting Group quantified the urgency in this small business sector. It reported that American small businesses hold an average of a month's operating reserve.<sup>2</sup> The implications are alarming.

The combination of this prolonged threat on the one hand, and the City Council's supportive initiatives, especially the Newark CARES small business grants, on the other, make it easier than before for staff to build working relationships with vulnerable businesses and offer government support, which is detailed later in this report. Business owners' general wariness of government is gradually being replaced by observations that the City of Newark is offering support where it can. Businesses express willingness to explore new ideas and relationships, like the small business grants, outdoor dining, and the recent eGift Card initiative. Learning from each other results in a more effective staff response.

This heightened interaction with small businesses continues with urgency during the first quarter of 2021, as the State of California releases small business grants, and Congress distributes new relief. The relationship will also continue beyond the first quarter since such severe financial losses have lasting impact in many cases. Staff realizes the emotional toll is also severe, and as a city, at all levels of our organization, we can demonstrate heartfelt encouragement, as well as tangible business support. Our human connection and care may make the difference between hope and dejection for those businesses that are struggling the most.

### Thriving Businesses – Selected Biotechnology Companies

The biotechnology industry (and life sciences, generally) experienced notable growth before the pandemic. In addition, the pandemic accelerated some industry work related to testing, therapeutics and vaccines. Newark has benefitted from both pre-pandemic growth and accelerated pandemic growth. The number of industry companies in Newark has increased significantly since January 2018. During the pandemic, three biotechnology companies asked for proactive coordination to get new spaces ready for occupancy. Together, Building Inspection, Fire Prevention staff, and the respective companies and contractors have achieved Temporary Certificates of Occupancy; and staff searched archived permit information needed quickly to buy property for pandemic-related operations.<sup>3</sup> Newark staff response served three biotechnology companies during the crisis. This coordination on priorities and issues of mutual concern helps the City build strong working relationships during and beyond the permitting process, with the hopes of finding opportunities to strengthen this community in new ways and provide a better home-city support for companies. For example:

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<sup>2</sup> Mayor Nagy represented Newark at the Silicon Valley Recovery Roundtable in the Summer of 2020. Boston Consulting Group briefed over thirty Silicon Valley Mayors on the most vulnerable members of our communities: low income families and small businesses. A Summary of the Roundtable effort is provided in Attachment 1.

- Both Allogene Therapeutics and ATUM participate in Ohlone Colleges Life Sciences Advisory Council, and both actively recruit talent from this community through Ohlone;
- ATUM's Director of Operations Elaina ten Bosch is Newark's Manufacturing Day Champion since 2018, speaking and giving interviews to showcase manufacturing careers;
- Both Allogene's and ATUM's leadership have stated that they want to be part of this community

By getting to know each other, city leaders and staff can learn the potential companies have for civic roles and civic contribution in good times or crises. At the January 14 City Council meeting, we have the rare opportunity to welcome and hear leaders<sup>4</sup> of two biotechnology companies in Newark, to learn their mission, their stories and how they want to engage with Newark:

- Allogene Therapeutics President and CEO Dr. David Chang, with Executive Director and Plant Manager Ben Beneski
- ATUM's Chief Commercial Officer Dr. Claes Gustafsson, with Alamgamator of Business and Biology Dr. Oren Benske

Newark has the good fortune to work with these companies because the Bay Area provides highly favorable conditions for biotechnology and all life sciences. World class institutions, such as UC Berkeley, Lawrence Laboratories, and Stanford, as well as highly respected programs at additional universities and colleges, fuel the industry with scientific advances and talent. Additionally, a network of professionals also supports the industry, and three leaders from local organizations are instrumental in this local support. They will be present at the January 14 meeting, and they are actively engaged with city staff to provide support to Newark companies as needed:

- Ohlone College's Life Science Professor Dr. Laurie Issel-Tarver
- Biocom's Executive Director, Northern California, Michelle Nemits
- Biomedical Equipment Manufacturing Director Dr. Gregory Theyel

In summary, Newark's economic well-being and success at restoring tax revenue and city reserves is related to business success, and will be shaped by the city's choices to address the following concerns during pandemic recovery and beyond:

1. Need and potential for small business support first quarter 2021;
2. Financial need during recovery in the hard-hit hospitality and service sectors;
3. Demand for land use, development, and building approvals for new/expanding companies, among competing East Bay, Silicon Valley and Tri-Valley cities;
4. Need to restore service jobs and increase employment opportunities at a range of compensation levels; and,

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<sup>4</sup> Biographies of the leaders from Newark companies and supporting industry organizations are in Attachment 2

5. Opportunity to communicate with businesses, understand issues they face and build a City practice of responsive working relationships across business sectors.

Newark has a clear opportunity to distinguish itself, to compete, as an exceptional place to do business if it attends to these immediate-to-near-term concerns. Staff's actions throughout 2021 will address these five concerns. The crisis is impetus for continued proactive business support, and the gains achieved in 2020 (discussed as working relationships above, and as specific initiatives below) are a strong, new foundation for recovery. Staff will update Council during the year on our progress.

### **Newark Industry News – Selected Highlights**

The following summaries provide introductory information about Allogene and ATUM, and serve to highlight other key news from Newark companies.

Allogene Therapeutics, the biotech firm headquartered in South San Francisco, is well underway on extensive tenant improvements at its Newark facility, located at 7400 Gateway (“Gateway 84”). The City issued the Temporary Certificate of Occupancy December 7. The company is now preparing for extensive Federal permits required for bio-medical applications, and they expect to start operations in August 2021. Allogene is developing a breakthrough T-cell therapy for cancer treatment – a new frontier in science and medicine.

Tax Expectations: Allogene's medical products are exempt from sales tax. The extensive tenant improvements, however, will add property value for tax purposes.

ATUM is a biotech firm that relocated from Menlo Park in 2016 to a property at Central Court and Central Avenue. The pandemic brought unprecedented demand for ATUM's synthetic biology products that are quickly tailored for researchers worldwide. In response to the demand, ATUM purchased and expanded into the 40,000 sf building at 4848 Central Avenue (at Willow Street).

Tax Expectations: The City receives sales tax on all products shipped to California addresses, and increased property tax.

Cepheid, a Sunnyvale company that makes medical testing devices was prominently featured in the press in the early days of the pandemic for its bedside COVID-19 testing equipment. Demand is so great that Cepheid leased the 70,000-sf building at 7000 Gateway, across from Kateeva<sup>5</sup>. The company expects to be manufacturing from their new Newark site by March 2021.

Tax Expectations: Cepheid's sales tax will go to Sunnyvale, where the company is headquartered and business transactions are done. However, Cepheid will contribute to property tax for the Newark space it leased to meet pandemic demand

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<sup>5</sup> Kateeva vacated this building as a cost-cutting measure and now works entirely out of its main building at 7015 Gateway, between Gateway and Highway 84. 7000 Gateway was on the market briefly, perhaps less than 3 months.

Lucid Motors and Atieva together are the city's largest employer with almost 1,000 employees affiliated with the Newark location at the Pacific Research Center (about 90% working remotely at this time). The well-funded start-up proposes to build a high-performance luxury electric car, with manufacturing starting at its Arizona factory in 2021. Lucid opened studios (showrooms) in Beverly Hills, at Westfield Valley Fair, and Westfield Century City (Los Angeles) in fall, 2020, as well as the Newark headquarters studio.

From an economic development perspective, Lucid brings a highly skilled workforce and a major automobile-industry presence to Newark, prominently viewed from Highway 84. Lucid occupies 400,000 square feet at Pacific Research Center, bringing that property close to full occupancy and making Lucid the largest single tenant. Sales tax will benefit certain cities throughout the state where Lucid is opening studios (showrooms)<sup>6</sup>. Lucid's Newark sales are expected to be very small, perhaps 15 cars a year or less, according to company estimates. In addition, Newark already receives sales tax from Lucid on the purchase of equipment installed at their Pacific Research Center location. As a leaseholder, Lucid also contributes property tax.

### Summary

These four case examples show how Newark real estate and established planning policy were in place and ready to meet needs of these companies. Newark is well-positioned geographically, and can be poised and ready for the kinds of industry expansion these companies want, because their growth supports Newark's economic future. Therefore, economic development and planning staff will continue to maintain Newark's readiness and ability to respond.

### **City Economic Initiatives in Response to the current Pandemic**

Although the biotechnology sector has prospered and accelerated during the pandemic, the crisis severely challenges other sectors, and challenges the City's tax and employment base as a result. Business closures and customer/employee concerns may reduce, or even eliminate, business income. With this challenge comes a once-in-a lifetime opportunity to encourage recovery, promote alternative business opportunities, and build relationships with several key business sectors. Efforts launched to date are highlighted below.

#### 1. Small Businesses Support For Restaurants, Retailers, Personal Services & Fitness

Five initiatives listed here were adopted by the City Council during the pandemic. The sixth initiative, [www.GiftNewark.com](http://www.GiftNewark.com) was launched by staff and is described in detail in Attachment 3. Added relief is coming from California's small business grant, and the recent federal legislation.

#### Eviction Moratorium for Commercial Tenants

On March 26, 2020, City Council adopted an Eviction Moratorium for commercial (and residential) tenants. The moratorium prohibits evictions because of the inability to pay rent due to

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<sup>6</sup> Lucid will not use a traditional auto dealership business model (nor did Tesla).

pandemic-related losses. It will remain in effect until the expiration of the City's local emergency, or the expiration of the Governor's proclamation of a state of emergency, whichever is later.

#### Outdoor Dining with Reduced Restrictions and Rapid Staff Response

In April, 2020, City staff issued guidelines for outdoor dining that included quick review and permitting where needed, and no required permits for dining on sidewalks. This followed Council's adoption of an urgency ordinance to allow rapid changes to meet the pandemic crisis.

#### Small Business Assistance Grants through Newark CARES

On September 24, 2020 City Council approved the expenditure of \$200K in \$5,000 grants to small businesses using CARES Act funds. The grants were issued to 40 recipients on October 29, 2020 selected at random from a pool of 81 eligible businesses that submitted completed grant applications. In late December, the City issued an additional \$190,000 in grants to 38 businesses that were not randomly selected during the initial October distribution. In total, the City itself issued grants totaling \$390,000 to Newark small businesses.

#### Newark-Specific eGift Card Sales and Online Marketing at [www.GiftNewark.com](http://www.GiftNewark.com)

Staff launched a Newark eGift Card at [www.GiftNewark.com](http://www.GiftNewark.com) on October 3, 2020 as a support and benefit to restaurants, retailers, general and personal services, and hotels. GiftNewark is based on a full serve, turnkey platform provided by Yiftee.com. Information on this initiative, its marketing, costs, and benefits are detailed in Attachment 3 to this report.

#### Alameda County / EBEDA Grant Program

This program, administered by the Alameda County/East Bay Economic Development Alliance, offered \$5,000 in small business grants on a County-wide basis using County-controlled funds. Grant applications were due by November 30, 2020 and grant awards were expected to be distributed by the end of December. Approximately 243 Newark businesses applied for grants.

In addition to the Countywide lottery, Alameda County prepared a second allocation of \$5,000 grants to small businesses in cities that provide matching funds. The Council approved \$140,000 in matching funds for this grant program on November 19, 2020. In total, \$280,000 was available to provide grants to 56 Newark businesses. It is expected that the 243 Newark businesses would be considered for the matching grant program first. Those businesses that are not selected in the matching grant program would be eligible for the county-wide grant program discussed above. All grant funds were expected to be distributed by the end of December. Staff will keep Council informed of the progress.

#### Restaurant Delivery Service Fee Cap at 15%

On December 10, 2020, the City Council approved an urgency ordinance setting a 15% cap on fees charged by third party delivery services to restaurants. The cap was put in place on December 10, 2020 and will continue until the City of Newark Declaration of Local Emergency ends.

2. Small Business Resiliency Program for All Sectors  
Spectrum Small Business Services, Michael Cohen, CEO



Pandemic business impacts range from lucrative to dire. Such rapid and often dramatic change requires adaptation by existing businesses and creates opportunity for new ventures. Bloomberg.com identified an 82% increase in the number of new business formations in the third quarter 2020 compared with same period 2019.<sup>7</sup>

Businesses often need help to assess their options, especially in circumstances of rapid change. While larger businesses do this frequently, smaller businesses have to seek very costly outside help and, more typically, make their best guesses with limited information. To provide this kind of service and support to Newark businesses during this crisis, staff retained Spectrum Small Business Services lead by Mr. Michael Cohen, CEO.

Mr. Cohen designed a multi-part “Financial Resiliency Program.” The first task, completed in early November, was an information gathering phase facilitated by a Small Business Support Questionnaire added to the Newark CARES grant application. The responses from almost 150 Newark small businesses provided an assessment of how severely their businesses were impacted as well as the areas of their businesses they felt were the most vulnerable. As Table 1 shows, responding businesses in most market segments suffered a loss of at least 50% of their revenue compared to the same period in 2019.

**Table 1. Income Loss, Newark Business Owner’s Estimates, Year-over-Year 2019 to 2020**

<b>Business Sector</b>	<b>Percent Revenue Loss, Estimated</b>
Automotive	10-24%
Healthcare, Manufacturing, Other Services Professional & Legal	25-50%
Bars/Nightclubs, Construction, Educational Services, Personal Services, Restaurants, Retail, Travel	>50%
Arts/Entertainment	100%

<sup>7</sup> Bloomberg.com, October 14, 2020

The information also provided a basis for determining which businesses would benefit most from either professional financial analysis or a tailored referral to a service provider. Businesses were evaluated on several factors including their length of time in business and level of revenue generated, and outreach to businesses is underway as of mid-December.

The financial analysis candidates will participate in an intensive 4-hour workshop to review all the basics of small business finances, including financial statements, use of financial ratios, and “best practices.” Subsequently, each business that participates in a workshop will receive up to 10 hours of one-on-one coaching designed to help owners fully understand their financial position and make educated decisions regarding how they should move forward.

The tailored referral component of the program is tied to an individual business’s needs and capacity. It is a more appropriate process for businesses not currently prepared to participate in a financial analysis cohort. We have assembled a wide range of referral partners as identified in Table 2, below. Mr. Cohen has met with these providers to understand their strengths and the business needs they are best able to serve. These partnerships effectively extend and diversify the services available to Newark businesses.

**Table 2. Areas of Business Need and Service Provider**

<b>Area of Need</b>	<b>Provider</b>
Nascent Business Assistance	
<ul style="list-style-type: none"> <li>• Women and Minorities</li> </ul>	Anew America
<ul style="list-style-type: none"> <li>• Minorities</li> </ul>	Renaissance Entrepreneurship Center
<ul style="list-style-type: none"> <li>• Multiple Languages</li> </ul>	CAMEO
General Business Assistance	Ohlone College/Alameda County SBDC
SBA-related pandemic programming	NORCAL SBDC
Smallest loans with minimal finances	Opportunity Fund
Conventional financing or Small Business Administration (SBA)	Fremont Bank

Regardless of whether a business is part of the financial analysis or tailored referrals, all businesses will be supported in some way. No business owner will be left behind.

Summary

These initiatives are designed to bring value to threatened businesses. The initiatives meet local economic and City needs by helping:

- To sustain business during the pandemic and maintain Newark’s retail amenities, employment, and sales tax;
- To avoid a downward trending ripple effect of closed business that can affect nearby businesses and property owners;

- To keep funds recirculating locally (on average 48% of each purchase at locally-owned business is recirculated locally, compared to less than 14% of each purchase at [nationally-owned] chain stores,<sup>8</sup>); and
- To strengthen the City of Newark's connection to small businesses through active support, building working relationships, and delivering the resources above.

**Attachments –**

Attachment 1: Silicon Valley Recovery Roundtable (SVRR) Summary

Attachment 2: January 14, 2021 City Council Meeting Speaker Bios

Attachment 3: Detail on the Newark eGift Card: [www.GiftNewark.com](http://www.GiftNewark.com)

Attachment 4: Mr. Cohen's Resume

**Action** – Staff recommends that City Council receive this report.

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<sup>8</sup> Source: American Independent Business

During the summer 2020 Mayor Nagy represented the City of Newark on the Mayors Circle of the Silicon Valley Recovery Roundtable (SVRR). Mayor Sam Liccardo initiated this Roundtable, composed of business and non-profit leaders as well as the Mayors Circle. Both groups are from San Mateo, Santa Clara and southern Alameda Counties, and were led by the Silicon Valley Leadership Group (SVLG).

The purpose of the Roundtable was to understand implications of the pandemic across our region based on community-level research<sup>1</sup> by the Boston Consulting Group, and then formulate recommendations cities may implement through the pandemic recovery and beyond.

Four focus areas drove the discussion, each area starting with the question,

“How do we... “

1. Reopen safely and productively?
2. Make the recovery inclusive of our community’s most vulnerable members?
3. Enable businesses to survive and thrive?
4. Innovate to build the foundation of a better normal?

Mayor Nagy identified his top concerns as:

- Small Businesses with limited resources to survive an extended crisis, and,
- Families without the means to pay basic costs when ill, incapacitated, or without work.

Boston Consulting Group set the focus with its analysis:

- “Especially concerned for small businesses, that on average have resources to sustain during loss of income for 27 days”<sup>2</sup>
- Low income families, often living with vulnerable elders, often in crowded housing conditions, and typically employed in essential services, on the front line.

Further, the impact on vulnerable communities shows and worsens the growing divide between high and low wage earners in Silicon Valley, a disparity that has been documented for years.<sup>3</sup>

The Mayors Circle met four times, typically with 30 or more mayors present. The group voiced agreement that identifying a context for moving forward was helpful and important, and the group supported appropriate forms of continued connection.

There were two key outcomes:

1. The Mayors value a regional discussion that can improve/influence pandemic recovery.
2. The SVRR recommendations, “Building a Better Normal” can be used by cities now and into the future. The [full report can be found here](#). [SVLG’s August press release is here](#).

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<sup>1</sup> Data presented by the Boston Consulting Group in collaboration with [Silicon Valley Community Foundation](#).

<sup>2</sup> The Roundtable report, “Building a Better Normal” quotes reserves as “2 months or less” (pg. 38), not 27 days.

<sup>3</sup> In February, before Covid-19, Joint Venture Silicon Valley’s “[2020 Silicon Valley Index](#)” focused on the dramatic worsening of the economic divide between high and low wage earners.

**ALLOGENE THERAPEUTICS - SPEAKERS**

**David Chang**

David Chang, MD, PhD, is the President, Chief Executive Officer and Co-Founder of Allogene. He previously served as Executive Vice President, Research & Development, and Chief Medical Officer of Kite, a Gilead Company. He has an industry-leading track record of innovation in the field of oncology drug development, including the development of Yescarta™ (axicabtagene ciloleucel), the first CAR T therapy approved for non-Hodgkin lymphoma. From 2002 to 2014, he held senior leadership roles at Amgen, including Vice President of Global Development and Head of Hematology-Oncology. During this time, David spearheaded personalized therapy strategies underlying the success of Vectibix® (panitumumab). He also provided therapeutic area leadership to pivotal programs for Blinicyto® (blinatumomab), a bispecific T cell engager antibody in acute lymphocytic leukemia and for IMLYGICTM (talimogene laherparepvec), a first-of-its-kind oncolytic immunotherapy in melanoma. Prior to joining Amgen, David held dual appointments as Associate Professor of Medicine and of Microbiology, Immunology and Molecular Genetics at the David Geffen School of Medicine at the University of California, Los Angeles. He obtained a B.S. in biology from the Massachusetts Institute of Technology and MD and PhD degrees from Stanford University. David completed an internship and residency in internal medicine at Brigham and Women's Hospital and a fellowship in medical oncology at Dana-Farber Cancer Institute at Harvard Medical School, where he was a Howard Hughes Medical Institute postdoctoral fellow.

**Ben Beneski,**

As the Executive Director, Manufacturing Plant Manager, Ben is leading construction and startup of Allogene's new CAR-T Cell Therapy Manufacturing site in Newark, CA. With over 20 years in the biotech industry, Ben has focused on scale-up, tech transfer, manufacturing and commercialization of protein therapeutics. His technical background is in process, equipment and facility design, implementation of data systems, and drug/device combination products. Prior to joining Allogene, Ben worked at Vir Biotechnology, Amgen, and Abbvie. He received a B.E. in Chemical Engineering from Stevens Institute of Technology and an MBA from Northeastern University.

**ALLOGENE THERAPEUTICS - GUEST**

**Alison Moore**

Alison Moore, PhD, is the Chief Technical Officer for Allogene, overseeing product sciences, supply chain, manufacturing, quality and technical operations. Alison has extensive experience in all aspects of biomanufacturing and CMC product development, working in both operations and research and development. She most recently served as Senior Vice President, Process Development, at Amgen. Previously, she held senior roles at Amgen in Operations Technology, Process and Product Engineering, and Corporate Manufacturing. Prior to these positions, she was Vice President, Site Operations, at Amgen's Fremont, Calif., manufacturing facility. Before joining Amgen, Alison was a Director in Chemistry, Manufacturing and Controls, Regulatory Affairs, at Genentech. She holds a PhD in cell biology and a bachelor's degree in pharmacology with honors from Manchester University, England. Following her doctoral degree work there, she was a postdoctoral research fellow at the Medical University of Lübeck, Germany, and at Genentech.

## **ATUM SPEAKERS**

### **Claes Gustafsson**

Chief Commercial Officer

As ATUM's Co-Founder and CCO, Dr. Gustafsson oversees most of the company's external communications. Prior to co-founding ATUM, Dr. Gustafsson led, managed and collaborated with key strategic teams at Maxygen Inc. Before Maxygen, Dr. Gustafsson worked as a scientist at Kosan Biosciences, a number of research, teaching, and post-doctoral positions at UCs Santa Cruz and San Francisco, and at University of Umeå. He received his Ph.D. in Molecular Biology/Biochemistry from the University of Umeå, Sweden.

### **Oren Beske**

Amalgamator of Business and Biology

Dr. Oren Beske joined ATUM in 2019 and brings nearly 20 years of industry experience to the team. Notably, Dr. Beske was President of Aragen Biosciences, Inc. where he led a multidisciplinary team to bring value added services to the biologics industry. Most recently, he served as the CEO of Alloy Therapeutics, Inc. a start up antibody discovery platform company. Dr. Beske received a BS in Physiology and Biochemistry from CSULB and his Ph.D. in Cell Biology from UC San Francisco.

## **BIOMEDICAL MANUFACTURING NETWORK SPEAKER**

### **Gregory Theyel**

Dr. Theyel is the Director of the Biomedical Manufacturing Network, a partnership of biomedical companies in the San Francisco Bay Area that maintains databases and maps of biomedical companies and assists companies with the commercialization of technology. Gregory works with companies assisting with manufacturing and business planning. He helps companies with product design, production planning, and supply chain development. He has a doctorate from Clark University, has published more than 30 peer-reviewed academic articles, and has taught industrial engineering and management courses.

## **BIOCOM SPEAKER**

### **Michelle Nemits**

As Biocom's Executive Director, Northern California, Michelle is responsible for building the framework for enabling the creation of a strong, well-connected life science community in the Bay Area. She leads Biocom's programming and benefits efforts and helps raise awareness of the region's innovations and accomplishments. Michelle has spent over 20 years in Bay Area life science sales, marketing and business development. She has held leadership roles at a large lab supply distributor and at a biotech tools startup, which fostered her broad view of the Bay Area market, its challenges and its opportunities.

## **OHLONE COLLEGE LIFE SCIENCES FACULTY GUEST**

### **Laurie Issel-Tarver**

As a professor of Biotechnology at Ohlone College, Dr. Issel-Tarver coordinates Ohlone's Learning Alliance for Bioscience (LAB) outreach program with local high schools. She received her B.S. in Biochemistry at Louisiana State University and PhD in Genetics from UC Berkeley. Prior to teaching at Ohlone, she was the Project Lead for Human Gene Expression at Acacia Biosciences and served as Scientific Curator at Stanford University's Saccharomyces Genome Database.



First and foremost: GiftNewark is an e-marketing platform for each participating business, bolstered by City support described later in this section. Businesses who actively market the eGift Cards for their store will be the biggest beneficiaries. They can market eGift Cards in their stores and through other social media and e-mail channels. Customers and gift recipients come to the Newark store (or make phone orders) to redeem Gift cards.

As with any new product, it is important to build awareness and use of Newark-specific eGift Cards and the associated website, [www.GiftNewark.com](http://www.GiftNewark.com). The help initial sales the City is funding an incentive to the restaurants and customers by offering Bonus Gifts to the buyer. Purchases of \$20 and more receive a Bonus Gift of \$5 at that merchant, and purchases of \$40 and more receive a \$15 Bonus Gift at that merchant.<sup>4</sup> In addition, the City is paying the service fees that are normally charged to businesses (5% of card value) and customer (5% of value plus \$1). Staff is seeking sponsorships from other Newark corporations to continue these incentives and contribute to small businesses in this way.

*Marketing and Partnerships:* Marketing [www.GiftNewark.com](http://www.GiftNewark.com) is critical because it is a new, unknown service. A robust marketing plan is necessary for the program and the small businesses who use the service, in that these businesses are themselves poorly-marketed and not widely known themselves. Marketing plans are anticipated to include:

- Partnerships with Community Groups, Philanthropy and Civic-minded Businesses
- Advertising the Bonus Gift and fee incentives
- In store promotions
- Social Media to the public
- Press releases
- Asking proactive support of community associations and leaders
- Business outreach letters and visits

This marketing opportunity is not only the biggest long-term benefit of the card, it is aligned with consumer buying trends: the U.S. eGift Card market is forecast to reach \$101B by 2024, and is remaining strong now despite COVID. eGift Card buyers are all ages, with strong use among millennials. Finally, 75% of consumers spend more than the eGift Card value when they redeem. This shows the possibility to build sales through marketing – a capacity small Newark businesses have not had before.<sup>5</sup>

*Cash on Purchase of eGift Card:* The GiftNewark.com delivers cash to the businesses at time of gift card purchase, while other programs deliver cash to the business at redemption. The merchant can use cash for immediate business operations. This is a significant cash flow advantage for small businesses.

*Business Cost and Obligation:* Even after the City and sponsor subsidies end, business owners have no out of pocket expenses for this program. Yiftee's 5% service fee per transaction, is charged only when customers buy an eGift card. eGift Card sales typically bring in enough revenue to cover the service fee. The businesses' only obligation is to accept and redeem the eGift cards presented by their customers.

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<sup>4</sup> Bonus gifts are limited to one per buyer per restaurant. It is an introductory incentive.

<sup>5</sup> Source: 2016 Consumer Insight Study (surveyed 3650 respondents), Research and Market, June 8, 2020, and July 29, 2020

*Longevity:* The program is clearly valuable during COVID, and beyond the pandemic, too. It provides another tool that can substantially increase opportunities for additional revenue. However, caution is appropriate: lots of good ideas go by the wayside because they don't catch on. A strong awareness campaign is needed for two reasons: to encourage sales, and to dramatically increase community awareness.

*Business Reaction to eGift Card:* Businesses reaction is generally positive about the eGift Card initiative. Businesses realize the synergy of presenting multiple businesses on one website, because it draws many more customers than any one business would likely command alone. Businesses express appreciation that the City is trying to help. Those who need technical help are pleased the volunteers provide it. Some businesses raise concerns about the technology behind the eGift Card. They are cautious themselves and apprehensive about training staff. One merchant is concerned about negative social media and told us, "I am afraid there could be a bad customer review. I don't want that risk."

*Outreach Teamwork:* Finally, businesses are introduced to the program by a team of Newark Chamber volunteers and city staff in English, Mandarin and Spanish. This volunteer group includes Alexis Alvarez, Councilmember Sucy Collazo, Stella Lau, Don Lee, Richard Lipsit, Maggie Liu, Debbie Montes, Fallon Tran, and Shereen Tuerghon.



**MICHAEL COHEN**

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Phoenix, AZ 85050  
(773) 989-6988 ssbsmichael@gmail.com

**Business Development Consultant, Financial Analyst, Credit/Financial Services Expert and Small Business Ecosystem Builder**

Since 2011, have worked in consulting positions advising private, non-profit and government entities in small business development and consumer finance related endeavors. Experienced with small and medium-sized business entrepreneurs, consumer outreach programs, funding sources, and all aspects of business development.

**Responsibilities and initiatives have included:**

Director of a Small Business Development Center (SBDC) funded through state government and the SBA

Management of two microloan fund pools in excess of \$1,000,000 each. Experienced in the determination of financing needs and preparation of loan applications to private lenders, commercial banks, and SBA-backed institutions. Maintenance of microloan funds including applicable software, collections, and credit bureau reporting.

Oversight of teams of business analysts, credit builder advisors, and loan specialists for small business clients seeking financing. Team was responsible for preparing clients for applications to loan committee, closing of loan commitments, maintaining accurate records of payments, reporting to credit bureaus, and collection of delinquent debts. (Cumulative default rate of less than 9% on high risk loans).

Working with a wide variety of small and medium-sized business entrepreneurs to assist them in developing business plans, cash flow analyses, break-even analyses, and determining financial gap assessments.

Creation and execution of adult education classes focusing on entrepreneurship and small business finance.

Successful management of seven separate budgets with total funding over \$1,500,000.

In-demand public speaker at chambers, boards, company events, and symposiums on issues critical to entrepreneurs.

Implementation of technology in business development including expert level use of MS Office products, CRM programs (including Sales Force, Neoserra, and Center IC), accounting software (including QuickBooks Online and Xero), web development and analysis tools

## **Recent small business development and consulting work:**

### **Business Analyst (Manager of Peoria, AZ satellite location)**

Maricopa Community College District Small Business Development Center  
Peoria, AZ 1/19-Present

### **CEO**

SPECTRUM Small Business Services, LLC, Phoenix, AZ 6/17 – Present

### **Director of Economic Development Council and Small Business Development Center,**

Tillamook Bay Community College, Tillamook, Oregon, 1/15 to 6/17

### **Manager Financial Services, The Duman Entrepreneurship Center,**

JVS Chicago, Illinois, 8/13 to 1/15

### **Senior Business Analyst, Illinois Small Business Development Center**

The Duman Entrepreneurship Center, JVS, Chicago, Illinois, 5/12 to 8/13

## **Education**

**Master of Information Systems Management** from Keller/ DeVry University, Chicago, IL  
Majoring in Business Finance (With Distinction)

**B.S. Chemical Engineering** from University of Akron, Akron, OH (Magna Cum Laude)

## **Certifications**

Certified Small Business Advisor with the Arizona SBDC Network

Certified Business Development Advisor with the Illinois Entrepreneurship and Small Business Growth Association (IESBGA)

Profit Mastery Facilitator by Business Resource Services, Business Financial Management System

Growth Wheel, by Growth Wheel Int'l, Visual tool designed for business advisors to help entrepreneurs make decisions and take action

QuickBooks Online Accountant Status, by Intuit, Ability to access client accounts directly for consultative purposes

1. Retail Occupancy Changes
2. Monthly Labor Force Data
3. Life Sciences in Newark

## **1. Retail Occupancy Changes in Areas outside NewPark Mall**

### Pre-COVID Vacancies

Big box retail vacancies at Newark Blvd and Jarvis, and at NewPark Plaza remain unchanged.

### 2020 and 2021 Vacancies

- Zen Sen Sushi Express Restaurant closed in the first quarter 2020, before COVID was widely identified. This 6500 sf vacancy is in the 99 Ranch Center between Cedar Blvd and Dollar Tree.
- Vinum Wine Bar and Tapas announced its closure, effective December 7, 2020. There are no other known retail vacancies identified by to date.
- Vacancies should be expected first quarter 2021, a time of traditionally low sales following nine months of fluctuating public health closures and customer fear. Threatened stores may stay open through the holidays to gain strong Fourth Quarter sales, before closing in January 2021.

### New Retail Tenant Businesses

- Indigo Burger began operations in August 2020 in the strip center at Balentine and Stevenson.
- TB Tea, a beverage shop with snacks, held a friends and family soft opening November 7, and opened formally November 23, in Lion Center on Cedar Blvd, next to Arzu Restaurant.

## 2. Monthly Labor Force Data for Cities and Census Designated Places (CDP)

State of California  
December 18, 2020  
March 2019 Benchmark

Employment Development Department  
Labor Market Information Division  
<http://www.labormarketinfo.edd.ca.gov>  
(916) 262-2162

### Monthly Labor Force Data for Cities and Census Designated Places (CDP) November 2020 - Preliminary Data Not Seasonally Adjusted

Area Name	Labor Force	Employment	Unemployment		Census Ratios	
			Number	Rate	Emp	Unemp
Alameda County	815,200	760,200	55,000	6.7%	1.000000	1.000000
Alameda city	39,700	37,300	2,400	6.0%	N/A	N/A
Albany city	9,500	8,900	500	5.7%	0.011737	0.009843
Ashland CDP	11,100	9,900	1,200	10.5%	0.013016	0.021148
Berkeley city	59,800	56,600	3,200	5.3%	N/A	N/A
Castro Valley CDP	30,500	28,700	1,900	6.2%	0.037704	0.034205
Cherryland CDP	7,400	6,500	900	11.9%	0.008596	0.016050
Dublin city	31,000	29,400	1,600	5.1%	N/A	N/A
Emeryville city	7,100	6,800	300	4.8%	0.008903	0.006229
Fairview CDP	5,000	4,900	200	3.3%	0.006417	0.003015
Fremont city	114,900	109,100	5,800	5.0%	N/A	N/A
Hayward city	76,300	70,000	6,200	8.2%	N/A	N/A
Livermore city	46,200	43,900	2,300	5.0%	N/A	N/A
Newark city	24,300	22,800	1,500	6.2%	N/A	N/A
Oakland city	210,800	192,700	18,100	8.6%	N/A	N/A
Piedmont city	4,900	4,700	200	4.0%	0.006194	0.003569
Pleasanton city	39,100	37,200	1,800	4.7%	N/A	N/A
San Leandro city	45,300	41,800	3,500	7.7%	N/A	N/A
San Lorenzo CDP	12,400	11,500	900	7.0%	0.015128	0.015850
Sunol CDP	400	400	0	6.4%	0.000536	0.000510
Union City city	35,700	33,300	2,400	6.7%	N/A	N/A

CDP is "Census Designated Place" - a recognized community that was unincorporated at the time of the 2014-2018 5-Year American Community Survey (ACS).

#### Notes:

- 1) Data may not add due to rounding. All unemployment rates shown are calculated on unrounded data.
- 2) These data are not seasonally adjusted.
- 3) N/A = Estimate created by Bureau of Labor Statistics



### 3. Life Sciences in Newark

<u>Newark</u> <u>Company Characteristics</u>	<u>Newark</u> <u>Detail</u>	<u>Newark</u> <u>Totals</u>	<u>Bay Area*</u> <u>Totals</u>
<b><u>Life Sciences companies in Newark</u></b>		<b>34</b>	<b>2,100</b>
<b><u>'New arrivals' since Jan 2018</u></b>		<b>18</b>	<b>200+</b>
<i>Newark "new arrivals" are:</i>			
Expanding from other Bay Area locations	3		
Headquartered in Japan	2		
Headquartered in Munich	1		
Headquartered in Melbourne	1		
Attracted by another Newark company	6		
<b><u>Companies here before Jan 2018</u></b>		<b>16</b>	
<i>Newark long-standing companies:</i>			
Moved from other Bay Area locations	6		
Reflect Stanford technology, a 'spin off'	1		
<b><u>Range: Number of Employees at Companies</u></b>		<b>1 - 250</b>	
<i>Companies with:</i>			
Fewer than 10 employees	9		
Between 10 – 50	12		
Between 50 and 250	10		
(n/a for all companies)			
<b><u>Geo-distribution in Newark</u></b>			
At Pacific Research Center (PRC)	10		
On Gateway near PRC	2		
On Jarvis near PRC	1		
On Eureka Dr	14		
Central (3), Balentine (3), Fircrest(1)	7		
	<b>Total</b>	<b>34</b>	

\*Five Bay Area Counties. Number of companies statewide is 4100.

Source: Bio Medical Manufacturing Network and City of Newark, December 2020

Disclaimer: Company data, especially with start-up firms, changes often, without notice, and may be hard to find.