



## Legislation Details (With Text)

**File #:** 18-554      **Version:** 1      **Name:**  
**Type:** Agreement      **Status:** Agenda Ready  
**File created:** 6/18/2018      **In control:** BOARD OF SUPERVISORS  
**On agenda:** 6/26/2018      **Final action:**  
**Title:** (a) Approve Settlement Agreement and Release with Accord Communications and authorize the Chair to sign; and (b) Approve Restructured Agreement with Accord Communications and authorize the Chair to sign  
**Sponsors:** Administrative Office  
**Indexes:**  
**Code sections:**  
**Attachments:** 1. Settlement and Release Agreement\_Accord, 2. Restructured Agreement\_Accord

Date	Ver.	Action By	Action	Result
------	------	-----------	--------	--------

## MEMORANDUM

**TO:** Board of Supervisors  
**FROM:** Carol J. Huchingson, County Administrative Officer  
**DATE:** June 26, 2018

**SUBJECT:** (a) Approve Settlement Agreement and Release with Accord Communications and authorize the Chair to sign; and (b) Approve Restructured Agreement with Accord Communications and authorize the Chair to sign

### EXECUTIVE SUMMARY:

When the County acquired the communications facilities on Mt. Konocti, it inherited a contract with Accord Communications who had served as the communications site manager for the previous property owner. Mt. Konocti's strategic location has made it a long-standing hub for facilitating radio and microwave communications and Accord's specialized expertise has been an essential resource in maintaining the facilities, growing the tenant base and managing use of the facilities in accordance with best practices.

For its services, Accord receives 25% of the revenue generated from the communications sites. Accord's efforts have resulted in a substantial increase in the revenue generated from the communications sites. Currently, Accord's 25% commission translates to about \$50,657 a year. While Accord's efforts have been very beneficial to the County, staff believes that we have reached a plateau in the growth and management of the site such that it now makes financial sense to

compensate Accord on an hourly basis rather than a commission basis.

**FISCAL IMPACT:** \_\_\_ None X Budgeted \_\_\_ Non-Budgeted

Estimated Cost: \$101,313.36

Amount Budgeted: \$101,313.36

Additional Request: None

Annual Cost or Savings (if planned for future years): \$40,000 annual savings.

**FISCAL IMPACT (Narrative):** Staff estimates the paying Accord on an hourly basis will cost no more than \$10,000 per year. Although the contract provides for a sizeable termination payment that is equivalent to two years of compensation (\$101,313.36), the on-going annual savings of \$40,000 is clearly in the County's long-term financial best interest.

**STAFFING IMPACT (if applicable):** None

**RECOMMENDED ACTION:**

- a. Approve Settlement and Release Agreement with Accord Communications and authorize the Chair to sign.
- b. Approve Restructured Agreement with Accord Communications and authorize the Chair to sign.