
EXHIBIT B

Magellan Amendment to Contract Extension Additional Scope of Work (July, 2022)

TASK 3.1 Local Agency Technical Assistance (LATA) GRANT FUNDING ASSISTANCE

The California Public Utility Commission's (CPUC's) California Advanced Services Fund (CASF) has issued the solicitation for LATA grants. Magellan will work with the SBCCOG and its grant writing sub-contractor, Learn, Design, Apply (LDA), to submit a SBCCOG LATA grant application.

Magellan's team will work with SBCCOG to assist with gathering necessary materials such as narratives and technical details in support of the grant application. Additionally, Magellan will assist SBCCOG with soliciting support from stakeholders such as member cities, anchor institutions, and other organizations as required by the grant's guidelines. Magellan will also work with the SBCCOG to develop the grant's proposed scope of work that may include a sub-regional market analysis, GIS mapping, other digital inclusion efforts as well as any other eligible costs.

Upon notice to proceed, Magellan's Team will engage, through editing and writing elements of the grant proposal, to support the SBCCOG and its grant writing partner, Learn, Design, Apply (LDA), with developing and submitting a competitive application for the funding during the 3rd Quarter (July–Sept., 2022) timeframe.

Budget Analysis:

Proposed Budget (Original Magellan Proposal):

Phase 3: LATA Grant Assistance		
3.1 LATA Grant Funding Assistance	80	\$20,400
3.2 Grant Writing	25	\$6,375
Phase 3 Project Management	12	\$3,060
Phase 3 Total	117	\$29,835

AB – Revised Budget

Phase 3: LATA Grant Assistance		
3.1 LATA Grant Funding Assistance	35	\$8,925
3.2 Project Management	4	\$1,020
Phase 3 Total	39	\$9,945
SBCCOG LDA Grant Writing Contract		\$5,000
Phase 3 Total		\$14,945

NOTE: Revised budget assumptions:

- Short timeframe for deliverables – Q: how much time can they actually spend?
- Budget tasks:
 - o Stakeholder meetings and/or other meetings with you and your senior team (12 – 20 hrs): I’ve penciled in 3 stakeholder meetings; figure 4 hours of Magellan time per person (Q: will both Jory and Joe be at all meetings?)
 - o Research (4 hrs.): a lot of what Magellan should have to offer should be already in their back-pocket and/or the SBCCOG has (i.e., GIS + demographic data). How much new research will they need to do?
 - o Writing (6 hrs.): I haven’t seen LDA’s scope. Do they actually create the grant application content, or do they simply edit it to fit/form? How much are we banking on Magellan to draft application elements vs. SBCCOG?
 - o Project Management (4–6 hrs.): I imagine that you will want Joe and/or Jory to review and approve the LDA’s work with yourself as the final signoff. (Q: If the application is as simple as you suggest, how much time will be needed?)