

A Proposal to San Benito County for Redistricting Services

By National Demographics Corporation Douglas Johnson, President

April 28, 2021

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Thank you for the opportunity to provide this proposal to San Benito County. NDC has more than 40 years of experience districting and redistricting hundreds of cities, school districts and other local jurisdictions across California, including Merced County, Santa Barbara County, Los Banos, Marina, King City, Gilroy Unified, Morgan Hill, Morgan Hill Unified, and San Benito High School District (a full client list is available at www.ndcresearch.com/clients/). We welcome the opportunity to bring the firm's expertise and skills to assist the County.

For each project, there are certain required basic elements, and there are several options that the County can include or leave out at its option. NDC carefully tailors each project to the needs and goals of the individual client partner. NDC also welcomes the opportunity to work with our clients to encourage public participation in this process, as we offer several tools developed specifically for public engagement in districting and redistricting.

The attached proposal consists of a brief introduction; specific proposed project elements and options; timeline and cost information; conclusion; and signature section. NDC looks forward to working with you on this effort. Please call or email anytime if you have any questions, concerns, or requests regarding this proposal.

Sincerely,

Daylos Johnson

Douglas Johnson President

Contractor Information: Name of firm: National Demographics, Inc. (NDC) Contact Person: Douglas Johnson Phone: 310-200-2058 Email: <u>djohnson@NDCresearch.com</u> Tax ID: 95-3388237

Contract Terminations: None



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NDC

National Demographics Corporation



Brief History of National Demographics Corporation

NDC has served hundreds of local governments since our founding in 1979. While most of NDC's work is in California and Arizona, the firm has performed projects in all regions of the country, serving clients as varied as the States of Mississippi, Arizona, Florida and Illinois; Clark County (Nevada); the California counties of Merced, San Bernardino, and San Diego; the San Diego Unified School District; the City of Oakland; Yuma County (Arizona); the Arizona cities of Glendale, Mesa, Peoria, Phoenix, and Surprise; and relatively smaller jurisdictions such as the City of Bradbury and Clay Elementary School District.

The company is especially well known for its districting and redistricting work with local governments. NDC has established a reputation as the leading demographic expert on the California Voting Rights Act (CVRA), having performed demographic assessments of potential CVRA liability and/or moves to by-district elections for over 350 jurisdictions. No company has been responsible for addressing the electoral demographic needs of more local governments, as NDC has districted and/or redistricted more than 250 counties, school districts, cities, water districts, and other local jurisdictions.

Nationally recognized as a pioneer in good government districting and redistricting, NDC has unmatched expertise in the issues, questions, and decisions jurisdictions face in any discussion regarding districting, redistricting, the California and Federal Voting Rights Act and related election system choices.





Impeccable References

All of NDC's former clients – without exception – can be contacted for references. The following is only a sample of references.

All the clients listed were districting and/or redistricting projects:

Mr. Graham Mitchell. City Manager. City of El Cajon. 200 Civic Center Way. El Cajon. CA 92020. (619) 441-1716. GMitchell@cityofelcajon.us.

Mr. Jason Stilwell. City Manager. City of Santa Maria. 110 E. Cook Street. Santa Maria. CA 93454-5190. (805) 925-0951 ext. 2200. jstilwell@cityofsantamaria.org.

Mr. Marcus Walton. Communications Director. West Contra Costa Unified. 1108 Bissell Ave., Room 211-215. Richmond, CA 94801. 510-205-3092. mwalton@wccusd.net.

Mr. Jonathan Vasquez. Superintendent. Los Nietos School District. 8324 S. Westman Ave., Whittier, CA 90606. (562) 692-0271 Ext. 3212 jonathan_vasquez@lnsd.net.

Ms. Jennifer Fitzgerald, Mayor, City of Fullerton. 303 W. Commonwealth Avenue. Fullerton, CA 92832. (714) 402-3106. jennifer@curtpringle.com.

Mr. James Atencio. Assistant City Attorney. City of Richmond. 450 Civic Center Plaza. Richmond, CA 94804. 510-620-6509. James_Atencio@ci.richmond.ca.us.

Ms. Isabel Montenegro. Administrative Assistant. Inglewood Unified. 401 South Inglewood Avenue, Inglewood, CA 90301. 310-419-2799. imontenegro@inglewood.k12.ca.us.

Ms. Pam Abel. Superintendent. Modesto City Schools. 426 Locust Street. Modesto. CA 95351-2631. (209) 574-1616. able.p@mcs4kids.com.

Mr. Darrell Talbert. City Manager. City of Corona. 400 S Vicentia Avenue. Corona. CA 92882-2187. 951.279.3670. Darrell.Talbert@ci.corona.ca.us.

Mr. David Silberman. Deputy County Counsel. San Mateo County. 400 County Center. 6th Floor. Redwood City. CA 94063. 650-363-4749 dsilberman@smcgov.org.

Judge Hugh Rose (retired). Chairman. City of Modesto Districting Commission. 508 King Richard Lane. Modesto. CA 95350. Phone (209) 522-0719. Email: hhrose@hotmail.com.

Ms. Lucinda Aja. City Clerk, City of Buckeye, Arizona. 100 N Apache Rd, Suite A, Buckeye, AZ 85326. Phone (623) 349-6007. Email: laja@buckeyeaz.gov.

NDC

Previous Work Examples

Client Name:	City of El Cajon	
Project Description:	Change from at-large to by-district elections	
Project Dates:	September 2016 – June 2017	
Staff Assigned:	Douglas Johnson & Justin Levitt	
Client Project Manager: Graham Mitchell, City Manager, or Morgan Foley,		
	City Attorney	
Telephone Number:	City Manager: (619) 441-1716, City Attorney: (619) 441-	
	1798	
Email:	GMitchell@cityofelcajon.us,	
	mfoley@mcdougallove.com	

El Cajon is a fascinating community: the politically conservative City has embraced its new, large, and rapidly growing Middle Eastern (largely refugee) community. The Council directed staff and NDC to conduct an extensive series of community forums in English, Spanish and Arabic, and a significant number of maps were drawn by residents and considered by the Council. While ultimately the map preferred by the main organization of Middle Eastern residents was not adopted by Council, it was in the 'final two,' and even those residents disappointed with the ultimate map selection expressed appreciation to the Council for its outreach, engagement, and openness to the ideas, concerns and maps of residents. For many residents, especially in the refugee community, this was their first active participation in City affairs, and they universally expressed an interest in participating again in the 2021 post-census redistricting of the city.

Client Name:	City of Menlo Park
Project Description:	City Council Redistricting by Advisory Commission
Project Dates:	October 2017 – March 2018
Staff Assigned:	Douglas Johnson & Shalice Tilton
Client Project Manage	r: Clay Curtin, Public Engagement Manager
Telephone Number:	650-330-6615
Email:	cjcurtin@menlopark.org

Even under the state's 90-day timeline for transitioning from at-large to bydistrict elections, Menlo Park appointed a commission of residents to come up with the district elections map. NDC quickly trained the commission, assisted the commission with talking points and materials for its community outreach efforts, and spent long hours meeting with the commissioners and coming up with multiple map options that addressed their concerns, illustrated the key choices facing them, and ultimately led to commission consensus on the selected map and Council approval of the map.



Client Name:City of Santa MariaProject Description:Change from at-large to by-district electionsProject Dates:February – May 2017Staff Assigned:Douglas Johnson & Justin LevittClient Project Manager:City Manager Rick HaydonTelephone Number:(805) 925-0951 ext. 2200Email:rhaydon@cityofsantamaria.org

Despite a highly contentious debate over the decision to move from at-large to by-district elections (a large Latino group pushed for the change, even though the Mayor and two of the four Councilmembers were Latino), there was significant public participation in the districting process with 20 to 40 residents at every hearing, a number of resident-drawn maps considered, and ultimately decent consensus that the Council-adopted map was fair and reasonable. The process was particularly notable in the number of high school and college students who participated in the drawing of maps and testified at hearings.

Client Name:	City of Oakland
Project Description:	2013 Redistricting
Project Dates:	May 2013 – October 2013
Staff Assigned:	Douglas Johnson & Justin Levitt
Client Project Manage	r: Mr. Devan Reif, Strategic Planning (now with East
	Bay Regional Park District)
Telephone Number:	(current) 510-544-2325
Email:	dreiff@ebparks.org

Oakland's post-2010-Census redistricting of Council and School Board districts (the Council and School Board use the same map) involved extensive community engagement; many resident-drawn community and district map proposals; multiple rounds of public and Council consideration of draft maps; and a remarkably non-controversial agreement on the final map.

Client Name:	City of San Diego
Project Description:	City Council Independent Redistricting Commission
Project Dates:	May 2011 – October 2011
Staff Assigned:	Douglas Johnson & Justin Levitt
Client Project Manage	r: Ms. Sharon Spivak, Ast. City Attorney
Telephone Number:	(619) 236-6220
Email:	sspivak@sandiego.gov

By the time NDC was hired, San Diego's independent redistricting commission was already mired in deep partisan controversy. With NDC's assistance we shifted the focus from partisan sniping to community engagement and fact-based



debate over the (many!) draft maps drawn by residents. An extensive public hearing process and multiple rounds of resident-drawn draft maps eventually led to controversies over difficult choices between different city neighborhoods but understanding of the commission's decisions, a high level of agreement (though not unanimous) among the commissioners, and a general public perception that the final map was fair to all sides.

Client Name:	City of Modesto	
Project Description:	2007 Charter Revision (creating independent redistricting	
	commission), 2008 districting, and 2011 redistricting	
Project Dates:	2006 - 2011	
Staff Assigned:	Douglas Johnson	
Client Project Manage	r: Commission Chairman Judge Hugh Rose (ret.)	
and/or Charter Revision Commission Chairman George		
	Petrulakis	
Telephone Number:	Judge Rose: (209) 522-0719; Chairman Petrulakis: 209-	
	522-0500	
Email:	HHRose@hotmail.com, george@petrulakis.com	

NDC assisted the City's Charter Revision Commission with writing what became the City Charter's independent redistricting language; guided its first independent commission through the drawing of the City's first by-district election map; and returned in 2011 for the City's first post-Census redistricting effort. All three elements of the project centered on independent commissions or independent committees. All three involved extensive education and training of the commission members by NDC. All three efforts involved extensive public outreach and engagement. Both the districting and redistricting involved numerous resident-drawn maps; hundreds of residents commenting on the maps; significant and contentious choices between the preferences of different neighborhoods; complicated voting rights act situations; and widespread acceptance and a lack of controversy over the ultimately adopted districting and redistricting maps (even among those who preferred other maps).

Legal Challenges

As detailed later in this proposal, NDC has nearly 400 completed redistricting projects, with 368 since 2001 alone. Of those hundreds of projects, only three adopted NDC project maps were challenged in court: Fullerton, Placentia, and Martinez. All of those maps were upheld by the court and used in the next Council elections.



Company Philosophy

Professionalism

NDC's personnel are nationally recognized as leaders in the districting field and are responsible for numerous books and articles on the subject. NDC possesses all the hardware and software necessary to meet the districting and redistricting needs of any jurisdiction, and its personnel have unmatched experience in the line-drawing side of this work, as well as in developing the databases used for these purposes. But more important are the firm's interpersonal skills and the team's understanding of the perspective of all parties in this process.

Partnership

In recognition of the vital role these groups play in informing and assisting their members, NDC is a sponsor of the California League of Cities, the California Special Districts Association, and we are currently finalizing our sponsorship of the California School Boards Association and the California Association of Counties.

For years, NDC has frequently appeared on panels organized by these organizations to share information with their members about the California Voting Rights Act, the Census, and the districting and redistricting rules and process.

NDC also assists the League of Cities and CSBA with negotiations and suggested language for legislation on districting/redistricting and the California Voting Rights Act.

Local Leadership and NDC's Non-Partisan Approach

NDC is an advisor and technical resource. The firm's role is to assist our clients in implementing our clients' goals and directions within the complicated demographic and legal constraints of the project. NDC shares its experience and expertise, but the final plan is selected by the jurisdiction's elected leaders, not NDC. The firm is sometimes criticized, usually by people from outside of the client jurisdiction, for not acting as an advocate or proselytizer for what these outsiders think is "right" for the client. But NDC team members are expert advisors, not proselytizers. NDC guides our clients through the process to a map that meets all legal requirements and the goals of our client – not the goals of outside critics. NDC welcomes the chance to assist each client through this process following the direction of the jurisdiction's elected leadership, key staff members, and the entire community.



A common question in many redistricting projects is whether there is any influence of any improper political bias on the process. NDC's four decades of success working for jurisdictions with all-Democratic leadership, jurisdictions with all-Republican leadership, and every possible combination in between, reflects our steadfast dedication to non-partisan service. At work, each of us puts our personal political feelings aside and focuses on implementing the policy goals and directions of our clients using NDC's non-partisan, professional and expert guidance regarding the requirements and options facing each client. We believe most of our clients would be hard-pressed to guess which NDC team members are registered as independents or with any political party, and we are proud to have satisfied customers and clients whose partisan leanings (even in their nonpartisan local government offices) similarly cross the entire partisan spectrum.

Openness

Any change in election systems can have momentous implications for the distribution of political power in a jurisdiction and for access by groups and individuals to the governance process. Not surprisingly, such changes often attract considerable public attention, sometimes generate intense controversy, and may draw charges of manipulation and abuse of power. It is crucial, therefore, that the jurisdiction establish, at the beginning, a process that is not only fair, but that is seen to be fair, to all contending groups and individuals.

Public Engagement

NDC pioneered the "transparent districting" approach that involves the public at every stage of the process and the company invented the "public participation kit" back in 1990. But NDC's most valuable service is the firm's experience transforming often contentious and passionate debates into thoughtful, constructive discussions focused on the options and outcomes rather than individual personalities. NDC also has considerable experience working with translators in public forums and providing materials in English and Spanish.

NDC's approach has been widely praised in the media, and NDC has worked extensively with all types of press including radio, television, newspaper, and new media.



Project Software

NDC uses Caliper Corporation's Maptitude for Redistricting software for processing public map submissions and drawing NDC's draft maps and Boarddirected revisions. Maptitude for Redistricting can open and use the standard "Shapefile" and "File Geodatabase" GIS data formats, and Maptitude for Redistricting can export all files to "Shapefile" and "File Geodatabase" formats.

NDC uses ESRI's ArcGIS Online to present those maps for Board, Staff and Public review in an easy-to-use, interactive format. NDC also uses ArcGIS Pro for some specialized Geographic Information System (GIS) analysis; for opening and reviewing data received from clients or from other jurisdictions; and when needed for final map post-adoption processing for delivery to the jurisdiction and to the County Registrar. Microsoft PowerPoint is also used for many presentations, though NDC is currently experimenting with a possible move to ESRI's "Story Maps" for some presentations.

NDC Approach to Public Engagement

The Three E's of Public Participation: Engage, Educate, and Empower

NDC's "Three E's" approach recognizes the complex and daunting nature of districting and redistricting projects, while emphasizing the importance of public participation in such projects.

Given the complexity of the issue, the public cannot be expected to jump in with constructive ideas and input without encouragement. So NDC's approach begins with the first "E": **Engage**. NDC works with our clients to get the word out about why the project matters – and how input from residents can be a decisive element of the project.

Once their interest is engaged, the second "E" is **Educate**. Most media coverage of this topic focuses on congressional gerrymandering, giving the entire field a tainted and hopeless feel. NDC works with our clients to explain how local districting and redistricting is based on neighborhoods and communities – not national politics. We educate the public on the data, requirements and goals of redistricting, and on the many options residents have to formulate and share their own maps or other constructive input.

The third "E" is **Empower**. For those projects where the level of public interest and engagement justify the expense, NDC offers an unmatched array of paper, Excel-based, and online mapping tools that residents can use to draw detailed, population-balanced maps for consideration by the jurisdiction.

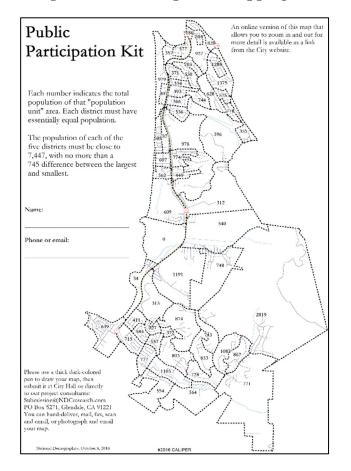


When included in a project, NDC has seen considerable public interest in these optional public participation tools. Often five, ten or even twenty or thirty draft maps are proposed by community residents. And NDC developed a highly refined and proven methodology for efficiently guiding our clients through selecting and refining a map, even when starting from 10, 20, 30 or more initial draft maps.

For those jurisdictions where the expense of the optional mapping tools is too high, NDC always welcomes any letters, comments, or hand-drawn maps that residents wish to submit during the districting or redistricting process.

For every project, at no extra expense, NDC includes an online "interactive review map" that allows residents to analyze draft maps zooming in and out, searching for specific addresses, and by changing between street maps, satellite images, and other underlying base maps.

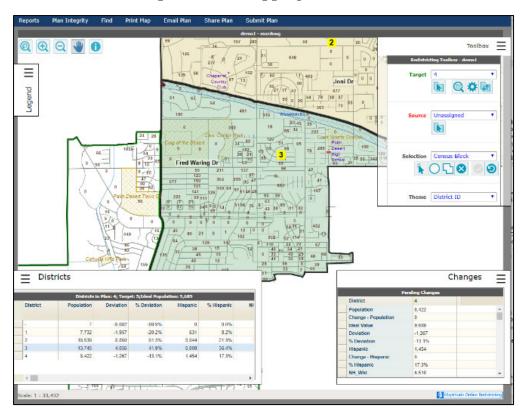
Samples of these tools are shown on the following pages, and additional details on each of them appears later in this proposal.



Sample Public Participation Mapping Tool

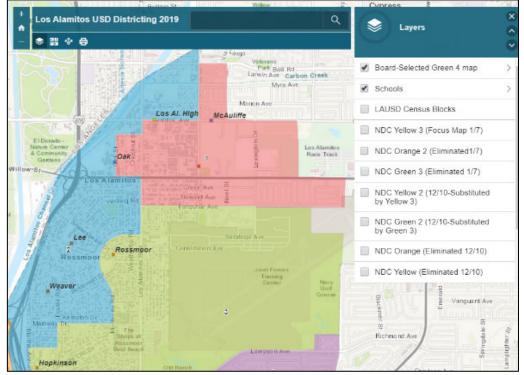


Sample Online Mapping Tool



Sample NDC "Interactive Review Map"

(used to view and evaluate, not to draw, maps)





The NDC Team

NDC's 40 years of service to local governments is grounded in our academic founding and decades of professional relationships with all forms of local governments. Each NDC team member has been extensively trained in the legal requirements, demographic details, and complicated personal and community interests involved in every districting and redistricting project. And every NDC team member has been briefed on the wide range of unusual and bizarre challenges NDC has encountered over our more than 250 successfully completed local government projects. Whatever question or situation arises, your NDC team can handle it.

NDC President Dr. Douglas Johnson leads all team training and closely monitors the progress of every client project. NDC President Dr. Johnson and Vice President Dr. Levitt are always available to all clients, and typically are personally involved whenever particularly unusual or complex situations arise. And each NDC project has an NDC Consultant or Senior Consultant as a primary point of contact to ensure seamless information flows and continuity. All NDC project leaders are a fully trained Consultants or Senior Consultants with years of experience working with local government elected leadership and top staff members. Each NDC team leader brings their personal expertise in demographics, city governance, school district governance and/or special district management to every project. And each team leader has particular expertise and focus in specific geographic areas. All team members resumes are available on www.ndcresearch.com/about-us/.

NDC's San Benito Project Team

NDC's San Joaquin County Redistricting Project Team will be overseen by Company President Dr. Douglas Johnson with day-to-day project management by Senior Consultant Dr. Jeff Tilton and data and mapping assistance from Consultant Dr. Daniel Phillips.



NDC Organization Chart

NDC President	Douglas Johnson, Ph.D.
NDC Vice President	Justin Levitt, Ph.D.
Senior Consultants	Shalice Tilton
	Robert McEntire, Ed.D.
	Jeff Tilton, Ed.D.
Consultants	Kristen Parks
	Daniel Phillips, Ph.D.
	Shannon Kelly
	Jeff Simonetti
	Todd Tatum
	Ivy Beller Sakansky
	Douglas Yoakam
Records Manager	Michele Lewis

Recognition of NDC's Expertise

Both national and local organizations have recognized NDC's unmatched experience and expertise in the Census, districting, and redistricting.

National Recognition

Nationally, the National Conference of State Legislatures hosted NDC as a panelist at five different forums held for state legislators and legislative staff from across the country. NDC President Douglas Johnson addressed these forums on the following topics:

- 1. Citizen Voting Age Data from a line-drawer's viewpoint
- 2. Communities of Interest in Redistricting: A key to drawing 2011 plans (and for their defense)
- 3. The Key to Successful Redistricting
- 4. Communities of Interest In Redistricting: A Practical Guide
- 5. The Arizona Independent Redistricting Commissions' experiences with the first-ever independent redistricting

In addition:

• The National League of Women Voters hosted NDC President Douglas Johnson at a 2006 conference on "Building a National Redistricting Reform Movement,"



- Texas Tech University hosted Dr. Johnson as a panelist at its "Symposium on Redistricting;"
- The Arizona League of Cities and Towns hosted Dr. Johnson as a panelist on "Redistricting Law and the Voting Rights Act: What It Means for Your City or Town in 2011" and
- The Arizona Bar Association hosted Dr. Johnson as a panelist on "Communities of interest and technology in redistricting."

California League of Cities Recognition

The California League of Cities hosted NDC as panelists over a dozen times to date:

General Meeting panel: 2006 and 2015 Executive Forum panel: 2018 and 2020 City Clerk Department panel: 2014, 2017, 2018, twice in 2019, and 2020 City Manager Department panel: 2015 and 2019 City Attorney Department panel: 2018 Inland Empire Chapter presentation: 2016 South Bay Chapter presentation: 2020 and 2021

Recognition by Additional California Organizations

Other California organizations and conferences since 2011 recognizing NDC's expertise in this field include:

2020	California County	2021 Redistricting - What Local	
2020	Counsel Assoc.	Government Attorneys Need to Know	
2020	"Voice of San	RedistrictingWhat it means for our	
2020	Diego" Politifest	community	
	County Committee		
2020	Secretaries Annual	The California Voting Rights Act	
	Summit		
	Rose Institute of	2021 Redistricting: New Rules for California	
2020	State and Local	Local Governments	
	Government	Local Governments	
2020	California Special	California Voting Rights Act Challenge	
2020	Districts Association	Factors	
	Associated Cities of		
2020	California – Orange	2021 Redistricting: The Rules have Changed	
	County		



2020	California Municipal Law Conference	Municipal Redistricting in 2021: New Rules of the Road
2019	California Association of School Business Officials	Transitioning to By-Trustee-Areas Elections
2019	USC City/County Fellowship Program	The Challenges of Municipal Election Districts
2019	California Special Districts Association	District Elections and the California Voting Rights Act
2018	California Special Districts Association	Converting From At-Large to By-District Elections Under the California Voting Rights Act
2018	Riverside County Bar Assoc.	Redistricting and the California Voting Rights Act
2018	California School Board Assoc.	Voter Districts: The Link Between Strong Community Engagement and a Successful Process
2017	California School Board Assoc.	15 Years with the California Voting Rights Act: Lessons Learned and Challenges Ahead
2017	UC's National Public Service Law Conference	Moderator, "Voting Rights 101"
2016	Los Angeles County School Business Officials	CVRA: What CBO's Need to Know
2016	Los Angeles County School Trustees Assoc.	The CVRA: What School Board Members Need to Know
2015	Associated Cities of California – Orange County	The California Voting Rights Act
2015	California School Board Assoc.	The California Voting Rights Act: What Board Members Must Know
2015	Los Angeles County School Boards Assoc.	CVRA & Districting: The Demographer's Perspective
2011	Channel Cities Club	Lunch Keynote: "California's next experiment: independent, public redistricting"



Advisor to Charter Review Commissions on Redistricting Provisions

NDC advised the following groups on the redistricting and voting rights provisions of their charter revisions and ordinances:

2016	City of El Cajon charter revision and public education outreach
2015/16	Castaic Lake Water Agency and Newhall County Water District
2013/10	merger
2015/16	City of Corona Charter Revision
	Pasadena Unified advisor to Charter Revision Commission
2011/12	creating a redistricting commission and moving District to by-
	district elections
2009/10	City of Menifee advisor to by-district-elections ordinance
2009/10	language committee
	City of Modesto advisor to Charter Revision Commission
2006-08	creating an independent redistricting commission and public
	education outreach
2003	City of Goleta ordinance writing and public education outreach

Expert Witness and Litigation Consultant

NDC President Douglas Johnson served as an expert witness in the following election and redistricting law cases:

Chestnut v Merrill (Alabama)
City of Redondo Beach vs State of California
Ruiz-Lozito vs West Contra Costa Unified School District
Common Cause v Lewis (North Carolina)
Phillip Randolph Institute v Smith (Ohio)
League et al. v. Johnson (Michigan)
Luna v County of Kern
Covington v State of North Carolina
Garrett v City of Highland
Jamarillo v City of Fullerton
Harris vs Arizona Independent Redistricting Commission
Solis v Santa Clarita Community College District
Jauregui et al vs City of Palmdale
Diego v City of Whittier



NDC Staff also served as litigation consultants for jurisdictions in the following California Voting Rights Act cases:

- 1. Anaheim
- 2. Carson
- 3. Compton
- 4. Escondido
- 5. Modesto
- 6. Poway

- 7. Santa Clarita
- 8. Whittier
- 9. Santa Clarita Community College District
- 10. Tulare Health Care District

Trusted Advisor to Local Government and Redistricting Reform Groups

NDC acted as an informal advisor to the California League of Cities and the California School Board Association during the debate over the AB849 "FAIR MAPS Act" in 2019.

NDC acted as an informal advisor to the California League of Cities during the debate over AB1276 (revising the FAIR MAPS Act provisions) in 2020.

NDC provided ideas, advice, maps and research to the 2008 Common Cause-led coalition that drafted and successfully advocated for Proposition 11, which created California's State-level Independent Redistricting Commission.

NDC President Douglas Johnson at Governor Schwarzenegger's press conference in support of redistricting reform.



(Left to right: Assembly Democratic Legislator John Laird, USC Senior Fellow Dan Schnur, Greenlining Institute representative (name unknown), AARP President Jeannine English, NDC President Douglas Johnson, Governor



Arnold Schwarzenegger, League of Women Voters Senior Director Trudy Schafer, State Senate Republican Bill Leonard, League of Women Voters President Jacqueline Jacobberger, and three unidentified men).

NDC Testimonials

Here is a sampling of what people have to say about NDC:

"Our decision to work with National Demographics came out of our extraordinary city-wide success in 2015 with their work designing the original districts. I think anyone who participated in that process realized that the technical solutions they created opened access to literally dozens of people creating their own maps and it created a vibrant process."

Santa Barbara City Attorney Ariel Calonne

"Here's a great expert. . . . today you bring him in for what sounds like good information, very smart man up here."

United States Fourth District Court Judge James A Wynn, Covington v North Carolina, United States District Court for the Middle District of North Carolina, Case No. 1:15CV399

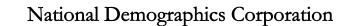
"I have worked on Congressional, Legislative, Los Angeles County and Los Angeles City redistricting maps on behalf of the Latino Caucus and grassroots Latino organizations for over 30 years. Douglas Johnson is one of the top redistricting experts in California, and he is who I would pick to draw a map for me anywhere in the state."

Alan Clayton, retired Executive Director of the Los Angeles County Chicano Employees Association

"The excel spreadsheet is a fantastic tool. Just plug in the letter by district and on the tab see a running total of population by assigned district. It's cool."

Modesto resident's comment, June 16, 2008

"One of the first, and in retrospect one of the best, decisions made by our commission was to hire Douglas Johnson and his colleagues at National Demographics Corporation as our primary consultants. I have never had the opportunity to work with a more highly qualified, hard-working, dedicated, professional and classy individual or group than Mr. Johnson and his associates at NDC."





Jim Huntwork, Arizona Independent Redistricting Commissioner (Republican)

"In addition to his technical expertise, Doug had a keen sense of how to help us navigate the complexities of the process. He understands redistricting better than any person I know. He has a unique ability to synthesize that which is very complicated and make it very understandable for the public. He frequently would present various options, without representing any position, clearly delineating differences and challenges of each option in a clear and succinct manner."

Josh Hall, Arizona Independent Redistricting Commissioner (Democrat)

"It was a great pleasure to work with Doug Johnson and NDC during the first Independent redistricting effort in Arizona. Doug and his staff were professional, efficient, responsive, and even-handed. They listened very carefully to the instructions given by the commission and performed each mapping task without bias of any kind. I would highly recommend NDC to any jurisdiction, or commission, wishing to have a successful redistricting process."

Steven W. Lynn, Chair, Arizona Independent Redistricting Commission (Independent)

"Thank you for all of your hard work, assistance, and patience with me during this year of CVRA conversion to by-area trustee elections. Your continual reassurance and support in dealing with all of the details was sincerely appreciated. We all have jobs to do, but when working with all of you I felt that you always went the extra mile to support our District with excellent customer service. The multiple revisions, extra conference calls, and follow up suggestions made a difference to Scott, Linda, and me. I personally enjoyed joking around with each of you while remaining professional in all presentations. It was a pleasure working with all of you. "

Jennifer Williams, Ed. D., Fullerton Joint Union High School District, Executive Director Administrative Services

"Thank you for taking time out of your busy schedule to participate in the City Official Roundtable I hosted on the 2020 U.S. Census at the Redondo Beach Performing Arts Center. I appreciate that you shared your expertise on the Census to the government officials who were present. It is critical that we work together to ensure that everyone is counted in the upcoming Census."

Ted W. Lieu, Member of Congress, California 33rd District.



List of Redistricting Projects Since 2001

The following is a list of NDC's local government districting and redistricting projects over the last twenty years. The 368 projects listed below include six California counties plus Yuma County (Arizona); over 125 cities; over 130 school districts, 13 community college districts, and more than two dozen special districts of various kinds.

Alhambra Alpine Union Elementary Alta Irrigation Alta Vista Anaheim Antelope Valley CCD Apple Valley Apple Valley Fire Arcadia Atwater Bakersfield City Schools Banning Barstow Barstow CCD Barstow Unified Bellflower Big Bear Lake **Bonsall Union** Elementary Borrego Springs Unified Brea-Orinda Unified Buckeye Buena Park Buena Park Elementary Burton Elementary Cabrillo Unified Cajon Valley Union Elementary Calistoga Joint Unified Camarillo Campbell Campbell Union High Capistrano Unified Cardiff Elementary Carlsbad Carlsbad Unified Carpinteria Sanitary District Carpinteria Valley Water

Carson Caruthers Caruthers Unified Castaic Elementary Cathedral City Cayucas Centinela Valley Central Arizona College Central Sanitary Central Unified Centralia Elementary Ceres Chino Chino Hills Chula Vista Elementary Citrus Heights Citrus Heights Water Claremont Claremont Unified Clay Joint Elementary Clovis Unified Coalinga Healthcare Coalinga-Huron Unified Coast CCD Coastside County Water Compton Corona Coronado Unified Covina Valley Unified Cuesta Cypress Elementary Dana Point Dehesa Elementary Del Mar Union Elementary Desert Healthcare Dinuba Unified Duarte East Whittier CSD

Eastern Sierra Unified Eastside Union Elementary Eastvale El Cajon El Monte High El Tejon Unified Elk Grove Elk Grove Unified Encinitas Encinitas Union Elementary Escalon Unified Escondido Escondido Union Elementary Escondido Union High Exeter High Exeter Union Elementary Exeter Union High Fairfield Fairfield-Suisiun Unified Fallbrook Regional Health Fallbrook Union Elementary Fallbrook Union High Firebaugh Firebaugh-Las Deltas Joint Unified Folsom Cordova Unified Fontana Fowler Unified Fresno County Office of Education Fresno Irrigation Fresno Unified Fullerton



Fullerton Joint Union High Gilroy Unified Glendale CCD Glendale Unified Glendora Glendora Unified Golden Plains Schools Goleta Goleta Sanitary District Goleta Valley Water Greenfield Greenfield Union Grossmont Healthcare Grossmont Union High Grossmont-Cuyamaca CCD Guadalupe Union Half Moon Bay Hemet Hermosa Beach Elementary Hesperia Hi Desert Water Highland Hughson Unified Imperial Beach Imperial Irrigation District Indio Inglewood Unified Irvine Unified Jamul-Dulzura Union Elementary Joshua Basin Water Julian Union Elementary Julian Union High Jurupa Community Service District Jurupa Valley Kerman Unified Kern Union High Keyes Union King City Kings Canyon Unified School District Kings River Conservation District

Kings River Elementary Kingsburg Kingsburg Elementary Charter Kingsburg Joint Union High La Mesa-Spring Valley La Mirada Lake Arrowhead CSD Lake Elsinore Lake Forest Lakeside Union Elementary Lakewood Lancaster City Elementary Lawndale Elementary Le Grand Union Elementary Lemon Grove Elementary Lemoore Leucadia Wastewater Lincoln Lindsay Unified Little Lake City Schools Lodi Lompoc Los Alamitos Los Alamitos Unified Los Banos Los Nietos Elementary Lowell Joint Union Lucia Mar Madera Madera Unified Magnolia Elementary Martinez Menifee Menlo Park Merced City County Merced City Elementary Merced Union High Mesa MiraCosta CCD Modesto Modesto City Schools

National Demographics Corporation

Modoc Unified Mojave Water Agency Monson-Sultana Joint Union Elementary Monterey Airport Monterey Park Moorpark Moreno Valley Morgan Hill Morgan Hill Unified Morongo Unified Mountain Empire Unified Murrieta Napa Napa Valley Unified National Elementary New Jerusalem School District Newhall Elementary Newman-Crows Landing Unified Novato Oak Grove Elementary Oakland Oceanside Unified Ojai Ontario Orange Oxnard Pacific Union Pacifica Palm Desert Palm Springs Palmdale Palmdale Water Palo Verde Elementary Palomar CCD Palomar Healthcare Panama-Buena Vista Union Elementary Parlier Pasadena Pasadena Unified Paso Robles Patterson Peoria Perris Union High



Pixley Union Elementary Placentia Placentia Yorba Linda Pleasant Valley Parks & Rec Pleasant View Pomona Unified Porterville Porterville Unified Poway Poway Unified Ramona Unified Rancho Cordova Unified Rancho Cucamonga Rancho Santa Fe Elementary Rancho Santiago CCD Redlands Redwood City Reedley **Richland School District** Richland Union Elementary Riverbank **Riverbank Unified Riverdale Unified** Rohnert Park Rosedale Elementary Roseville Rowland Water Salida Union San Benito High San Bernardino County San Bernardino Water San Diego City San Diego County San Diego CCD San Diego County Office of Education San Dieguito Union High San Jacinto Unified San Joaquin County Office of Education San Juan Capistrano San Juan Unified San Luis Obispo County (Cuesta) CCD

National Demographics Corporation

San Luis Obispo County Office of Education San Marcos San Marcos Unified San Mateo County San Miguel Fire Protection District San Pasqual Union Elementary San Rafael San Rafael City Schools San Ysidro Elementary Sanger Santa Barbara Santa Clara Valley Water Santa Clarita Santa Clarita Valley Water Santa Cruz City Santa Cruz City Schools Santa Maria Santa Maria Airport Santa Rosa Santee Santee Elementary Selma Selma Unified Sequoia Union High Sierra CCD Simi Valley Simi Valley Unified Solana Beach Solana Beach Elementary South Bay Union South Coast Water South Pasadena South San Francisco South San Francisco Unified Southwestern Spencer Valley Elementary Stanton Stockton Strathmore Union Elementary Sulphur Springs Elementary

Sundale Union Elementary Sunnyvale Surprise Sweetwater Union High Tehachapi Temecula Three Valleys Municipal Water Torrance Torrance Unified Tri-City Healthcare Tulare City Tulare City Elementary Tulare County Office of Education Tulare Joint Union High Tulare Regional Health Care District Tulelake Basin Tuolumne County Office of Education Turlock Turlock Unified Tustin Unified Twentynine Palms Twin Rivers Unified Union City Upper San Gabriel Valley Water Vallecitos Elementary Vallejo Valley Center Pauma Unified Valley Sanitation Ventura City Visalia Visalia Unified Vista Vista Unified Walnut Valley Water Warner Unified Wasco Washington Colony Elementary Washington Unified Washington Union Waterford Union



Weaver Union Elementary West Covina West Fresno Elementary West Valley Water Western Municipal Water Westminster Westside Community Health Care District Whittier Whittier City Schools Whittier Union High Wildomar Winton Water Woodlake Unified Woodlake Union Yucaipa Yucca Valley Yuma County

Summary Scope of Work

NDC tailors each project to the needs and goals of each jurisdictions. Below is a typical NDC-suggested timeline and description of project elements.

The dates provided below are general guidelines and will vary according to the goals, project choices, and deadlines of each jurisdiction.

This timeline is subject to change based on ongoing changes in the date when official population data will be available and possible changes in state deadlines.

May – June	Project Planning and decisions on public mapping tools, whether to use a commission, and other project options. Begin project communications and outreach.
June – September	Any mapping tools prepared with preliminary population data; initial pre-draft-map hearing(s) held.
October – November	Census data received and processed; draft maps prepared, considered, and revised (in hearings and, if desired, less formal public workshops)
November –	Final plan revisions made and plan adopted and
December	implemented.

Detailed Project Scope of Work

May - June, 2021: Project Planning and Initial Outreach

- a. NDC works with the jurisdiction to prepare a detailed project timeline of expected outreach efforts, public forums, formal hearings, draft map dates, and final map adoption dates.
- b. NDC works with the jurisdiction staff (or contract specialized outreach staff

 see notes below about that option if interested) to prepare a project
 outreach plan for all steps of the process covering target audiences, contact

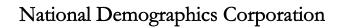


lists, social media efforts, any potential postcard mailings, utility bill inserts, flyers for distribution at schools, media briefings, and community group contacts.

- c. Decide what public mapping tool(s) to provide, if any.
- d. Decide whether to use a commission.
- e. Create the project website: NDC will provide advice and text for the jurisdiction's website, or as an optional project element NDC will build a project website that the jurisdiction can simply link to from the jurisdiction site.
- f. NDC will work with jurisdiction and County Registrar staff to confirm GIS boundaries and to identify and include in our redistricting database any available GIS data that NDC and the jurisdiction identify are likely to be useful as mapping references for NDC, the public, and for the jurisdiction.
- g. Project outreach begins with initial alerts and 'invitations to participate' sent out to the general public, to overlapping jurisdictions, and to community organizations.

June - September, 2021: Initial Data Analysis and Initial Hearings / Forums

- h. NDC prepares total population estimates for use in initial hearings and any public mapping tools.
- i. NDC adds socio-economic data from the Census Bureau's American Community Survey to the state demographic data.
- j. NDC matches the demographic database to the existing election areas.
- k. NDC prepares a report regarding the demographics and compliance with state and federal criteria of the existing election areas, including maps of "protected class" population concentrations and other socio-economic data often referenced in redistricting (such as income, education levels, children at home, language spoken at home, renters / homeowners, and single-family / multi-family residences).
- 1. NDC report is circulated to the jurisdiction and into the project outreach messaging.
- m. Hearings / Forums: NDC presents an overview of the redistricting laws and criteria, jurisdiction demographics, and the population balance of the





existing election areas and their compliance (or possible lack thereof) with state and federal requirements.

- n. The project timeline and outreach plan are presented to the public for comments and feedback, along with a request to the public to provide guidance on what residents consider key neighborhoods, communities of interest, and other project-related regions in the jurisdiction.
- o. If the optional public mapping tools and/or Public Participation Kit are included in the project, their use is demonstrated to the public.
- p. If the optional public mapping tools and/or Public Participation Kit are included in the project, NDC provides email and phone support for any residents with questions regarding their use.
- q. If the optional public mapping tools and/or Public Participation Kit are included in the project, at the jurisdiction's option additional public forums on the use of those tools can be provided.
- r. Outreach efforts continue with messaging to the public, with special focus on community groups with an interest in the redistricting.

October - November, 2021: Draft Map Preparation and Review

- s. 2020 Census total population counts released and California Statewide Database completes "prison adjustments" of the data. Total population counts in outreach materials and mapping tools are updated with the official Census data.
- t. If the existing election areas are in compliance with state and federal rules and balanced, the jurisdiction decides whether to stop at this "Still Balanced" point or to continue with a standard redistricting.
- u. Outreach efforts continue with messaging reminding the public of the opportunity to provide written or mapped input on how the maps should be drawn and welcoming any maps residents with to submit.
- v. The public deadline for submitting any initial draft maps will be approximately seven days prior to the official deadline to post all draft maps online (to provide NDC time to process any draft maps received, and for NDC to develop our own two to four initial draft maps).



- w. All outreach channels are used to inform the public about the opportunity to submit draft maps and to encourage participation in the review of the upcoming draft maps.
- x. NDC processes all public draft map submissions, drafts NDC's draft maps, summarizes all of the draft maps. The maps, related demographics, and summaries are provided by NDC in web-friendly formats. These process maps are posted on the project website and on the NDC-provided interactive review map.
- y. At the jurisdiction's option, one or more informal workshops or public forums are held to gather residents' reactions to and preferences among the draft maps.
- z. The jurisdiction holds a hearing to review the draft maps, narrow down the list of initial draft maps, and provide direction on any desired new or revised maps.
- aa. Time provided for the public to submit any new maps and for NDC to provide maps based on the direction at the hearing. During this time, additional outreach is conducted to inform interested residents and community groups of the selected 'focus maps' and the remaining opportunities to participate in the process.

November - December, 2021: Map Adoption

- bb. Any new or revised maps, related demographics, and summaries are posted on the project website.
- cc. At the jurisdiction's option, one or more informal workshops or public forums are held to gather residents' reactions to and preferences among the remaining maps.
- dd.One or more hearings are held to continue the review and refinement of the focus maps and, ultimately, adopt the final map.
- ee. Outreach continues to inform residents and community groups of the progress of the project, opportunities for future participation, and, ultimately, which map is adopted.
- ff. Following map adoption, NDC coordinates map implementation with the County Registrar, informing the jurisdiction staff of the progress, any issues, and ultimate completion of that work.



gg. NDC works with the jurisdiction staff to ensure preservation of all project data and records, including GIS-format versions of the adopted map.

Details of Optional Project Elements

Advisory or Independent Redistricting Commissions

NDC anticipates that many California jurisdictions will create advisory or independent commissions to manage the redistricting process. NDC welcomes the use of such commissions, and our pricing does not change for jurisdictions creating commissions. But the creation, training, operation and reporting of such commissions often leads to more meetings (and a resulting increase in the "per meeting" project expenses) than a traditional redistricting process conducted primarily by the jurisdiction's elected leadership.

Outreach Assistance

NDC brings topical expertise to your jurisdiction's outreach efforts, and NDC makes available to all clients our library of sample outreach materials including op-ed articles, postcards, utility bill inserts, flyers, and social media messages. NDC provides all of these materials along with our advice and input on outreach strategy and materials to any interested jurisdiction, but we do not have graphic artists to customize or design such materials in-house.

For larger-scale outreach efforts, especially where jurisdictions wish to send representatives out to regular meetings of existing community organizations, NDC typically works together with a jurisdiction's in-house communications staff and/or with one or more outreach organizations. We often work with, and highly recommend, Tripepi-Smith, and some information on the services they offer is included at the end of this proposal. And we would be happy to work with any in-house team at the jurisdiction or with any firm or organization the jurisdiction selects. Many projects can be handled by a jurisdiction's in-house or regular outreach and communications teams (with samples and topic expertise provided by NDC), but a number of jurisdictions seek supplemental outside communications assistance.

Project Website

NDC provides all project materials in website-friendly formats for posting on the jurisdiction's website. At no cost, NDC will provide project website samples and website language for use on the jurisdiction's project website. But for jurisdictions that prefer not to take on the challenge of creating and managing a



rapidly-changing project website, NDC will create, host, and update project website (visit to see one such site – though note that site was created prior to passage of the new AB849 requirements).

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elections. Lake Forest, change in how voters e	like over 60 cities and 1 elect the City Council.	50 school districts	across the state, is m	aking a	Council Council	Meeting) hearing t	to solicit "input Itent of the draft
	Council members will b de elections in which all				maps an election:	d the pro s." Counc	pposed sequence of il selection of a ction of ordinance.
We need your help to n	nake this change!				Council	Meeting)	ber 19 (Regular
	n drawing Council election er. So the Council wants			undaries	of ordina		nd final adoption
and 128. On Novembe	council selected five "fo er 7th, the Council requ ese maps are all availa	ested eight new v	variations on "focus				
More information will t	pe posted to this page a	s the process move	es forward.				
Copyright 2020. City of Lal	ke Forest. All Rights Reserve	ed.					

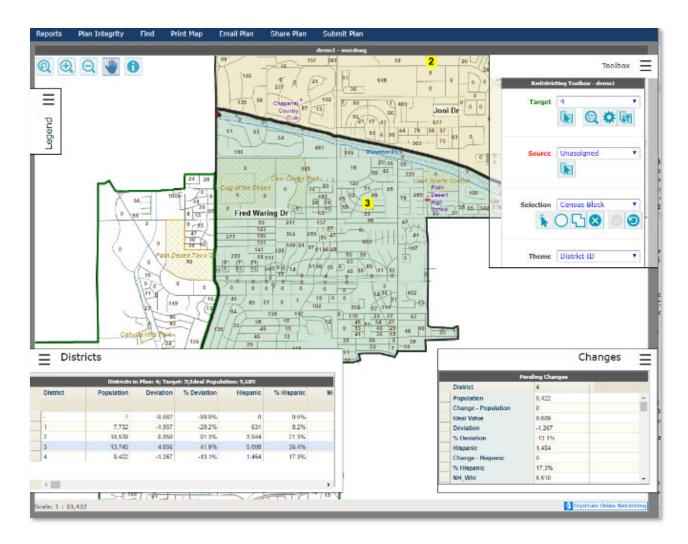
Background on Online Mapping Tool Options

NDC is the unmatched leader in redistricting tools that empower residents to review draft maps and to develop and submit their own map proposals. NDC is the only firm that has used the online mapping solutions from both ESRI and Caliper Corporation in major redistricting projects.

Only NDC has repeatedly trained members of the public, processed public map submissions, and presented the public map proposals to public hearings and commission meetings. NDC's online mapping tool options provide user support, hosting, managing, and processing submitted plans for an online interactive system that allows public to draw and submit proposed maps through a standard web browser.

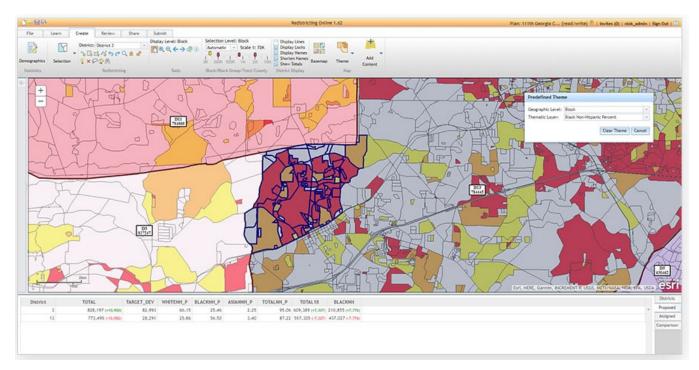


In the more than 200 California local districting projects between 2012 and 2020, NDC is the only consultant providing clients access to Caliper Corporation's "Maptitude Online Redistricting" tool. Even with the technical challenges arising from such tools' power and flexibility, NDC's training and encouragement frequently results in 10, 20, 30 or more different maps drawn by residents of the school district or city providing that tool to its residents.





The other primary public mapping tool currently on the market is ESRI's online districting tool. While easy to use, the ESRI product costs significantly more. As a result, traditionally only the largest jurisdictions have been able to afford it.



When it is time to start the project, NDC will work with each interested client to determine which, if any, online mapping tool best meets the goals and budget of the jurisdiction.

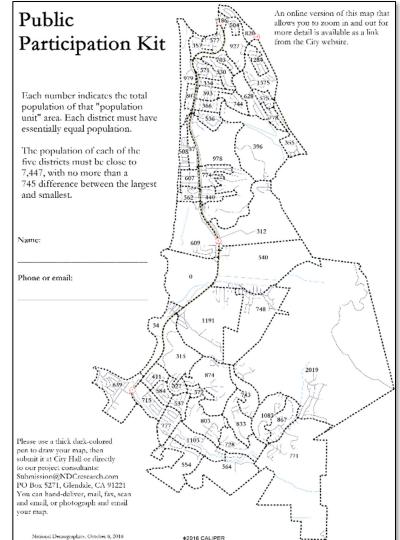


Paper- and Excel-based Public Mapping Tools

While online mapping tools are very popular, NDC never forgets those residents who do not have internet access or who simply prefer to not drawing maps online.

At no cost with every online mapping tool, and as a separate option for jurisdictions that for budget or other reasons do not include an online mapping tool, NDC offers our "Public Participation Kit." Each "Kit" includes two formats.

The first, and most simple, Kit is a one-page map showing city borders, streets, and population counts for NDC-"Population created Unit" geographic areas. Residents draw the map they wish to propose and add up the population counts by hand until they get the right population count each in



district. All of the directions needed are right on the single-page form. Examples of these tools, from our work for the City of Lake Forest, are available here: https://drawlf.org/draw-a-map/.

The second form of offline mapping tool is for those residents who do not want to deal with an online mapping tool, but who are already comfortable with Microsoft Excel. NDC provides a similar simple one-page map of those same "Population Units," but this time the map shows the Unit ID number rather than the population count in that Unit. Residents then enter their preferred district assignment for each Population Unit into the pre-formatted Excel spreadsheet (also available on the Lake Forest website), and Excel calculates the total population and demographics of each District. When the resident has the map the way they like it, they simple email in the Excel file.



Fee Quote

1.	Basic Project Elements (covers everything except for per-meeting and
	optional expenses):\$ 24,500

2. Per-Meeting expense:

- In-person attendance, per meeting \$ 2,750
- Virtual (telephonic, Zoom, etc.) attendance, per meeting......\$ 1,250

For each meeting, NDC will prepare meeting materials, including presentation materials and maps; present and explain key concepts, including mandatory and traditional redistricting criteria and "communities of interest"; facilitate conversations; answer questions; and gather feedback on existing and proposed boundaries. Per-meeting prices include all travel and other anticipated meeting-related expenses. Telephone calls to answer questions, discuss project status, and other standard project management tasks do not count as meetings and do not result in any charge.

3. Optional Project Elements:

a)	Project website	\$ ·	4,5(00)
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b) Public mapping tool options:

- ESRI Redistricting*
- Caliper-centered system including all elements below \$ 17,500
 - "Maptitude Online Redistricting" (MOR)
 - Tuft University's "DistrictR" (a simple neighborhood mapping tool)
 - Public Participation Kit paper- and Excel-based mapping tool
- c) DistrictR without MOR or ESRI
- d) Public Participation Kit mapping tool without MOR or ESRI...... \$ 4,500
- e) Working with independent or advisory redistricting commission.....no additional charge
- f) Additional outreach assistance.....separately contracted

* ESRI prices its software on a jurisdiction-by-jurisdiction basis. The lowest prices we have seen are \$80,000 and up. If that is an option the jurisdiction would like to pursue, NDC will request a specific price for your jurisdiction from ESRI.

Not-to-Exceed Amount

Assuming three virtual meetings, five in-person meetings, and no optional project elements, NDC's price for this project would be\$42,000.

Additional meetings and/or optional project elements would increase that cost.



Other Potential Project-Related Expenses:

The most common additional project expenses would be any site or staff costs for conducting the community forums and the cost of printing or copying paper copies of the "Public Participation Kit." In NDC's experience, most participants will download and print the Kits in their own homes or offices.

Additional Analysis

NDC is happy to assist with any additional analysis that the client requests at our standard hourly rates:

Principal (Dr. Douglas Johnson)	\$300 per hour
Vice President (Justin Levitt)	\$250 per hour
Senior Consultant	\$200 per hour
Consultant	\$150 per hour
Analyst / Clerical	\$50 per hour

Dr. Johnson is also available for deposition and/or testimony work if needed, at \$350 per hour.

Requested Payment terms:

NDC requests that the "Still Balanced" project fee be paid at the start of the project; that the difference between the "Still Balanced" fee and half of the "Basic Project Elements" be paid once the decision to update the district lines is made; and the balance of the project costs be paid at the conclusion of the project.



Exception: "Still Balanced" Jurisdictions

For a few jurisdictions, the existing election areas will still meet the equal population and voting rights act requirements using new 2020 Census data and the requirements of California's new "Fair Maps" law. These jurisdictions have the option simply retain the existing map without drawing and holding hearings on alternative maps. For jurisdictions electing this approach, the project would conclude with that decision.

Includes all the services listed below: \$ 5,500

- Compile total population and Citizen Voting Age Population data.
- Import existing election area lines.
- Compile population data by election area and calculate population deviations, prepare memo summarizing findings.

"Still Balanced" optional project elements and per-meeting expenses

Meeting attendance and optional project elements are not included in the "minimal change" project base fee. If requested, NDC team members participate in "minimal change" project hearings or forums at the same "per meeting" expenses, and optional project elements are provided at the same prices listed for a standard project in the previous section of this proposal.



Conclusion

Since its founding NDC has been the nation's preeminent company devoted to local election systems. To summarize:

- NDC has more experience in the field of municipal political election systems than any other company.
- NDC's experience and expertise has been recognized by our hundreds of clients, the California League of Cities, the California School Board Association, the California Special District Association, and the National Conference of State Legislatures.
- NDC, founded in 1979, has a demonstrated record of financial solvency.
- NDC's hardware and software resources were specially designed and acquired for districting and redistricting purposes.
- NDC's highly respected personnel have impeccable credentials in each aspect of the districting and redistricting processes.
- NDC's suggested approach has been tested in many jurisdictions.
- Any NDC client can be contacted for testimonials and reference.
- NDC has demonstrated experience over many years in working with the press and media on local election system issues.
- Neither the Justice Department nor any Court has ever rejected any of over 350 local government maps adopted through NDC-managed districting and redistricting projects.

NDC takes pride in tailoring each project to the needs and goals of each individual client. NDC is open to any feedback, concerns, requests, or changes regarding this proposal.

NDC looks forward to the opportunity to work with you on this project.



Proposal Acceptance

The terms of this proposal are available for 90 calendar days from its delivery to you. In most situations, NDC is open to extending that period of time to meet any particular needs of your jurisdiction.

If your jurisdiction has specific contract and/or letter of agreement language you prefer to use, please provide it and ignore the signature block below. If you prefer, simply sign two copies of this proposal in the signature block below and return them to NDC. Once signed by NDC, one copy will be returned to you.

Thank you.

For National Demographics Corporation

For San Benito County

Douglas Johnson, President

Date

Date

Form W-9		
(Rev. October 2018)		
Department of the Treasury		
Internal Revenue Service		

Request for Taxpayer Identification Number and Certification

requester. Do not send to the IRS.

Employer identification number

3 3 8 8 2 3 7

Give Form to the

Go to www.irs.gov/FormW9 for instructions and the latest information.

	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.				
	National Demographics, Inc				
	2 Business name/disregarded entity name, if different from above				
s on page 3	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check following seven boxes.	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):			
	Individual/sole proprietor or C Corporation S Corporation Partnership L single-member LLC	Trust/estate	Exempt payee code (if any)		
Print or type. c Instructions	Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership	o) ►			
truc	Note: Check the appropriate box in the line above for the tax classification of the single-member owne LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the own	Exemption from FATCA reporting			
Print or type. Specific Instructions	another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single- is disregarded from the owner should check the appropriate box for the tax classification of its owner.		code (if any)		
ecit	Other (see instructions) ►		(Applies to accounts maintained outside the U.S.)		
sp	5 Address (number, street, and apt. or suite no.) See instructions.	equester's name a	nd address (optional)		
See	P.O. Box 5271				
0,	6 City, state, and ZIP code				
	Glendale, CA 91221				
	7 List account number(s) here (optional)				
Par	t I Taxpayer Identification Number (TIN)				
	your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid		urity number		
reside	up withholding. For individuals, this is generally your social security number (SSN). However, for a ent alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other es, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a</i>	a			
TIN. la		or			

Note: If the account is in more than one name, see the instructions for line 1. Also see What Name and Number To Give the Requester for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- 1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- 3. I am a U.S. citizen or other U.S. person (defined below); and
- 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ►	Rh	2	Date ► 01/22/2021	

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual
- funds) • Form 1099-MISC (various types of income, prizes, awards, or gross
- proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)

9 5

- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later

Appendix

Resumes of NDC President Dr. Douglas Johnson, Vice President Dr. Justin Levitt, Senior Consultant Dr. Jeff Tilton and Consultant Dr. Daniel Phillips are attached.

A client list and resumes of all NDC team members are available at www.ndcresearch.com/about-us/.

Douglas Mark Johnson

P.O. Box 5271 Glendale, CA 91221 djohnson@NDCresearch.com mobile: (310) 200-2058 office: (909) 624-1442 fax: (818) 254-1221

Employment

President, National Demographics Corporation, 2006 – present.
Senior Analyst, National Demographics Corporation, 2001 – 2006.
Fellow, Rose Institute of State and Local Government, 2001 – present.
Project Manager and Senior Manager at three internet startup companies, 1999 - 2001.
U.S. Representative Stephen Horn, Legislative Director and System Manager. 1993 – 1997.
Coro Foundation, Fellowship in Public Affairs. 1992 – 1993.
Rose Institute for State and Local Government, Student Manager. 1989 – 1992.

Education

Claremont Graduate University, Ph.D. in Political Science, 2015. Dissertation: "Independent Redistricting Commissions: Hopes and Lessons Learned."UCLA Anderson Graduate School of Management, MBA, 1999.Claremont McKenna College, BA in Government (Political Science), 1992.

Academic Honors

Graduated Cum Laude from Claremont McKenna College. Phi Beta Kappa. Philip Roland Prize for Excellence in Public Policy.

Publications and Articles

<u>Christian Science Monitor</u> "Let the public help draw voting districts," October 25, 2013. <u>New York Times</u>, "The Case for Open Primaries," February 19, 2009. <u>Los Angeles Times</u> Opinion Articles:

"A neighbor's help on redistricting" June 24, 2007.

"A Trojan horse primary for the GOP" February 25, 2007.

"Where a porn palace stood" (article on redevelopment), July 30, 2006.

Fresno Bee Opinion Article: "The Poison Handshake" June 15, 2004.

Redistricting in America. Rose Institute of State and Local Government, 2010.

Restoring the Competitive Edge: California's Need for Redistricting Reform and the Likely

Impact of Proposition 77. Rose Institute of State and Local Government, 2005.

"Competitive Districts in California" Rose Institute of State and Local Government, 2005.

Latinos and Redistricting: "Californios For Fair Representation" and California Redistricting in the 1980s. Rose Institute of State and Local Government, 1991.

Speaker or Panelist

- California School Board Association Annual Education Conference panelist: "The California Voting Rights Act: What Board Members Must Know." December 4, 2015.
- Associated Cities of California Orange County, Keynote Speaker, Newly Elected Officials' Reception and Dinner, "The California Voting Rights Act," January 29, 2015.
- California League of Cities, City Manager Department, 2015 Department Meeting: "Opportunity to Engage Residents: The California Voting Rights Act." January 29, 2015.

California League of Cities, City Clerk Department, 2014 Annual Meeting: "Whose Line Is It Anyway: Making the transition from at-large to by-district elections." September 3, 2014.

National Conference of State Legislatures, Redistricting and Elections Standing Committee: 2007 Spring Forum, "The Arizona Independent Redistricting Commissions' experiences with the first-ever independent redistricting."

National Conference of State Legislatures, Redistricting and Elections Standing Committee: 2008 Spring Forum, "Communities of Interest In Redistricting: A Practical Guide."

Douglas Mark Johnson

- National Conference of State Legislatures, Redistricting and Elections Standing Committee: 2009 Fall Forum, "The Key to Successful Redistricting."
- National Conference of State Legislatures, Redistricting and Elections Standing Committee: 2010 Spring Forum, "Communities of Interest in Redistricting: A key to drawing 2011 plans (and for their defense)."
- National Conference of State Legislatures, Redistricting and Elections Standing Committee: 2011 Winter Forum, "Citizen Voting Age Data from a line-drawer's viewpoint."
- Luncheon Keynote Speaker, Santa Barbara's <u>Channel Cities Club</u>, "California's next experiment: independent, public redistricting," January 18, 2011.
- <u>Annual Conference</u>, Arizona League of Cities and Towns, Presenter at "Redistricting Law and the Voting Rights Act: What It Means for Your City or Town in 2011," August 25, 2010.
- <u>Redistricting, The 2010 Census, and Your Budget</u>, Sponsored by the Rose Institute of State and Local Government, California League of Cities, October 15, 2009.
- Arizona Election Law 2010 Continuing Legal Education Conference, "Communities of interest and technology in redistricting," sponsored by the Arizona State Bar Association, March 2010
- <u>California's New Independent Redistricting Commission</u>, sponsored by the Irvine Foundation and the California Redistricting Collaborative, December 15, 2009
- Tribal Association of Sovereign Indian Nations (TASIN) Legislative Day 2009, "The 2010 Census and 2011 Redistricting in California," December 2, 2009.
- <u>California School Board Association</u>, "Litigation Issues and the California Voting Rights Act," December 4, 2009.
- <u>California Latino School Boards Association</u>, "Introduction to the California Voting Rights Act," August 20, 2009.
- <u>Building a National Reform Movement</u>, Salt Lake City, Utah, 2006, conference on redistricting reform hosted by the League of Women Voters, Campaign Legal Center, and The Council for Excellence in Government
- Texas Tech University, "A Symposium on Redistricting," May, 2006
- California League of Cities, "Introduction to the California Voting Rights Act."
- <u>Voices of Reform</u>, a project of the Commonwealth Club of San Francisco: multiple forums on redistricting and / or term limits, 2006 2007
- Classroom speaker at Pepperdine University, the University of La Verne, Pomona College and Claremont McKenna College

Justin Mark Levitt

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Employment

Vice-President, National Demographics Corporation, 2012 – present. Senior Analyst, National Demographics Corporation, 2003 – 2011. Instructor in Political Science, University of California, San Diego, 2012 – present. Graduate Research Fellow, Center for US-Mexico Studies, 2010 – present. Graduate Research Fellow, University of California, San Diego, 2008 – 2010 and 2013 – 2014. Jesse M. Unruh California Assembly Fellow. 2006 – 2007. Rose Institute for State and Local Government, Student Manager. 2005 – 2006.

Education

University of California, San Diego, Ph.D. Political Science, 2016. Dissertation title: "The Impact of Geographic Patterns on Tradeoffs in Redistricting." Claremont McKenna College, BA in Philosophy, Politics and Economics (PPE), 2006.

Academic Honors

California Studies Fellow, University of California, San Diego, 2007 – 2009 Graduated Cum Laude from Claremont McKenna College.

Publications and Conference Presentations

Settle, Jamie, Robert Bond, and Justin Levitt. 2011. "The Social Origins of Adult Political Behavior." *American Politics Research*: 39 (2). 239-263

Miller, Kenneth and Justin Levitt. 2007. "The San Joaquin Valley." In <u>The New Political</u> <u>Geography of California</u>. Eds. Frederick Douzet, Thad Kousser, and Kenneth Miller. Berkeley: Institute of Government Studies.

"The Political Geography of Tradeoffs in Redistricting" Paper presented at the State Politics and Policy Conference, Iowa City, IA, 2013

Getting What You Want: A Bargaining Approach to Fair Division in Redistricting. Paper presented at the "Challenging Urban Borders : the geopolitics of immigration and segregation" workshop, Berkeley, CA, 2013 and the State Politics and Policy Conference, Houston, TX, 2012

"An Atlas of Public Health in Mexico" (with Alberto Diaz Cayeros). Paper presented at the Hewlett Foundation Conference on Public Health, Mexico City, DF. 2012

"Remoteness and the Territoriality of Public Health" (with Alberto Diaz Cayeros). Paper presented at the American Political Science Association conference, Seattle, WA. 2011

"Initiatives as revealed preferences" Paper presented at the American Political Science Association conference, Seattle, WA. 2011

"No Se Puede: Latino Political Incorporation in Phoenix.". Paper Presented at the New Political Geography of California conference, Berkeley, CA., 2009

Justin Mark Levitt

"Political Change in the Central Valley". Paper Presented at the Western Political Science Association conference, Las Vegas, NV.,2007

Working Papers

Hill, Seth, Thad Kousser, Alex Hughes, and Justin Levitt. ND. "How Competitiveness Shapes Infrequent Primary Voters Response to Receiving a GOTV Mailer."

Diaz-Cayeros, Alberto and Justin Levitt. ND. "Remoteness and the Territoriality of Public Health."

Levitt, Justin. ND. "Getting What You Want: A Bargaining Approach to Fair Division in Commissionled Redistricting."

Teaching Experience

California State University, Long Beach, Department of Political Science

Adjunct Professor—POSC 327 (Urban Politics)	Spring 2016-Present
Adjunct Professor—POSC 229 (Cases in Policy Analysis)	Present
Adjunct Professor—POSC 412 (Law and Social Change)	Spring 2016-Present
Adjunct Professor—POSC 399 (California Politics Short Course)	Present

University of California, San Diego, Department of Political Science

Co-Instructor—UPS 170 (Regional Governance Reconsidered)	Spring 2015
Instructor—Poli 100A (The Presidency)	Fall 2014
Instructor—Poli 160AA (Introduction to Public Policy Analysis)	Fall 2013
Instructor-Poli 10 (Introduction to American Politics)	Summer 2013



Jeff S. Tilton Sr., Ed.D.

Employment

Senior Consultant, National Demographic Corporation, 2019 – present
Deputy Superintendent (retired), New Jerusalem Elementary School District, 2012-2019
Director, Educational Programs, Janus Youth Programs, Inc., 2011-2012
Senior Account Executive, Northwest Evaluation Association, 2004-2011 Director II, Stanislaus County Office of Education, 2000-2004
Administrator, Cotati-Rohnert Park Unified School District, 1999-2000
Chief Academic Officer, Delhi Unified School District, 1997-1999
Director I, San Joaquin County Office of Education, 1992-1997
Teacher/Coach, Manteca Unified School District, 1987-1992

Adjunct Faculty Experience

Chapman University Grand Canyon University Portland State University University of San Diego

Education

University of the Pacific, Ed.D., Educational Administration/Curriculum and Instruction 1998. Dissertation: "A Case Study of the Arizona Boys Ranch Educational Program"

University of LaVerne, M.Ed., Educational Leadership, 1989 California State University, Stanislaus, B.A., English, 1986

Associated Education

Association of California School Administrators' Personnel Administrators Academy, 2017-2018 Association of California School Administrators' Superintendents Academy, 2013-2014 Association of California School Administrators' Personnel Administrators Academy, 1994-1995 California School Leadership Academy, 1990-1992

Speaker or Panelist

- Association of California School Administrators Regional Conference, Monterey, California Association of Personalized Learning Schools & Services State Conference, Sacramento, California California Charter School Development Center Leadership Conference, San Diego, California California Charter Schools Organization State Conference, Pasadena, California
- California Charter Schools Organization State Conference, Sacramento, California California League of Middle Schools State Conference, San Diego, California
- California Network of Educational Charters State Conference, San Francisco, California Escalon Kiwanis Club, Escalon, California
- Juvenile Court, Community and Alternative School Administrators of California State Conference, San Francisco, CA Juvenile Court, Community and Alternative School Administrators of California Regional Conference, Visalia, CA Juvenile Court, Community and Alternative School Administrators of California State Conference, San Diego, CA KIPP National Summit, Las Vegas, Nevada

Lathrop Sunrise Rotary Club, Lathrop, California

- Latina United Republic Women Federation, Stockton, California Lodi Sunrise Rotary Club, Lodi, California
- Manteca Morning Rotary Club, Manteca, California
- Missouri Charter Public School Association State Conference, Lake Ozark, Missouri Modesto Kiwanis Club, Modesto, California



Jeff S. Tilton Sr., Ed.D.

Modesto Rotary Club, Modesto, California

- National Association of Charter School Authorizers National Conference, Salt Lake City, Utah
 - National League of Middle Schools Conference, Maui, Hawaii North Modesto Kiwanis Club, Modesto, California
 - North Stockton Rotary Club, Stockton, California Ripon Rotary Club, Ripon, California Stockton Pacific Rotary Club, Stockton, California Stockton Republic Women Federation, Stockton, California Stockton Rotary Club, Stockton, California
 - The Association of Career and College Readiness Organizations State Conference, Palm Desert, California Tracy Rotary Club, Tracy, California

Tracy Tank Town Lions Club, Tracy, California

Redistricting Projects

Coalinga Huron School District Campbell City Campbell Union Campbell Union High Fallbrook Regional Health Huntington Beach City Schools Joshua Basin Water Lincoln City Marina City Moreland School District Santa Barbara County Citizens' Independent Redistricting Commission Valley Recreation Westminster City



Resume of Daniel Phillips, Ph.D.

Employment

National Demographics Corporation, Glendale, CA: Consultant	9/20 - pres.
Office of Instructional Consultation, UC Santa Barbara, CA: Assistant	11/17 - 3/18
Department of Geography, UC Santa Barbara, CA: Teaching Associate	2017-2020
Department of Geography, UC Santa Barbara, CA: Textbook Assistant	2016-2018
Department of Geography, UC Santa Barbara, CA: Teaching Assistant	2015-2020
Association of American Geographers - Washington, DC: Research Ass	istant 7/13-7/14
Association of American Geographers – Washington, DC: Intern	9/12-11/12
Department of Public Works, City of San Luis Obispo, CA: GIS Intern	6/10-9/10

Education

Ph.D., Geography, University of California, Santa Barbara	9/16 – 12/20		
Dissertation: "The Nature and Scale of Cognitive Communities of Interest"			
M.A., Geography, University of California, Santa Barbara	10/14 – 9/16		
Thesis: "Defining the Community of Interest as a Criterion for Boundary Drawing of Electoral			
Districts"			

B.A., Geography, University of California, Santa Barbara 9/09 – 3/13
 Highest Honors, College Honors, Distinction in the Major, 4.0 GPA, Colville-Dearborn Award as top student in the sciences, Chair's Award for Excellence in Geography as top student in the major

Publications

- Daniel W. Phillips and Daniel R. Montello (2017), "Defining the Community of Interest as Thematic and Cognitive Regions," *Political Geography* 61, 31–45
- Christopher Allen, Thomas Hervey, Werner Kuhn, Sara Lafia, Daniel W. Phillips, and Behzad Vahedi (2016), "Exploring the Notion of Spatial Lenses," Jennifer Miller, David O'Sullivan, and Nancy Wiegand (eds.), *Proceedings of the 9th International Conference, GIScience 2016* (pp. 259–274). Berlin: Springer.
- Daniel W. Phillips and Daniel R. Montello (2015), "Relating Local to Global Spatial Knowledge: Heuristic Influence of Local Features on Direction Estimates," *Journal of Geography* 114 (1), 3–14
- David López-Carr and Daniel W. Phillips (2015), "Place Utility," Reed Ueda, Susan K. Brown, and Frank D. Bean (eds.), *Encyclopedia of Migration*, New York: Springer, DOI: 10.1007/978-94-007-6179-7_42-1
- Daniel R. Montello, Alinda Friedman, and Daniel W. Phillips (2014), "Vague Cognitive Regions in Geography and Geographic Information Science," *International Journal of Geographical Information Science* 28 (9), 1802–1820

Redistricting Projects

Santa Barbara County Citizens Independent Redistricting Commission



Redistricting with Tripepi Smith

By-district elections are becoming increasingly common in local government agencies throughout California. The California Voting Rights Act, passed in 2001, was the impetus for much of this change. Today, more than 300 local government agencies have districts of some form, and the number continues to rise as local government agencies are compelled to settle lawsuits or avoid legal battles.

About Tripepi Smith and Our Redistricting Team

Tripepi Smith is a team of 23 communications experts—robust enough to offer experienced and effective professionals for the job, yet small enough to be nimble and responsive. Tripepi Smith offers a spectrum of skills that allows us to match the appropriate resource to the task at hand, letting us execute faster and reduce engagement costs. These resources vary by both years of experience and core hard skills (public policy versus graphic design versus videography versus writing versus social media, for example).

Tripepi Smith is experienced in helping local governments execute community education and outreach initiatives for district formation and redistricting processes. We have worked extensively with agencies on their district public forums, created districting information portals and organized a <u>conference on local redistricting</u> for nearly 200 local government practitioners.

The combined talent of our policy experts, in-house design team and videographers delivers professional communications that make our clients proud and better inform the public about this complex process. Tripepi Smith has the skills and experience to help local governments implement successful outreach strategies for district formation and redistricting outreach. The team's skills and certifications range from excellent written communication skills to Tableau for data analytics to Google Ads to event planning and project management.

Tripepi Smith Redistricting Services

California State law has identified outreach as a core component of the redistricting process. The Tripepi Smith team can provide jurisdictions with some or all of the following services:

Project Management

Tripepi Smith can facilitate all project calls for this engagement and create a living agenda to manage the efforts and timing between the demographer, legal counsel, City and Tripepi Smith from the beginning of the outreach process to the map adoption.

In-Person Meetings

If possible with COVID-19 limitations, Tripepi Smith can coordinate with City staff to identify venues and dates to host in-person workshops and meetings to seek public feedback on new district lines and provide information on map-drawing tools. Tripepi Smith can devise an agenda, facilitate discussions, document community feedback and promote positive engagement around the process. Additionally, Tripepi Smith can provide graphic design services to create bilingual PowerPoint decks for the presentations and flyers for attendees. We can coordinate simultaneous translation with local partners.

Tripepi Smith can also facilitate recording the meetings and provide videos, with any relevant slides interspersed and closed captions. These videos would likely fulfill the requirement to post a summary of the meeting.

Virtual Meetings

Tripepi Smith can also coordinate and facilitate virtual meetings and workshops to seek public feedback and educate residents on map-drawing tools. Tripepi Smith can also work with City staff to promote the meetings and to leverage our identified outreach and advertising work to promote meeting participation. Our videographers can process recordings of the meetings to fulfill posting requirements.

Press Release/News Article for Website

Tripepi Smith can draft press releases on the jurisdiction's redistricting efforts and manage media relations to promote each step in the redistricting process reaches local and broad-reaching media.

Creation and Updates to Bilingual Redistricting Website

Tripepi Smith can create and maintain a bilingual redistricting website or subpages in coordination with the demographer. The website/pages would include resources for the community, including all required information about meetings and draft maps.

Social Media Support

Tripepi Smith can create bilingual copy and graphics for social media posts about the redistricting process, as well as boost posts (paid advertising) on Facebook and Instagram to help spread the word about meetings and solicit public commentary.

Get in touch with Tripepi Smith President Ryder Todd Smith (626.536.2173 | <u>Ryder@TripepiSmith.com</u>) to start planning.