

**RESOLUTION NO. 2021-045**

**RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CALISTOGA, COUNTY OF NAPA,  
STATE OF CALIFORNIA, AUTHORIZING THE EXECUTION OF A ONE YEAR AMENDMENT  
TO PROFESSIONAL SERVICES AGREEMENT NUMBER 856 WITH THE CALISTOGA  
CHAMBER OF COMMERCE FOR CONTINUED MARKETING AND PROMOTIONAL  
SERVICES IN THE AMOUNT OF \$406,000**

**WHEREAS**, Calistoga was founded as a resort community and enjoys and depends upon a high rate of tourism; and

**WHEREAS**, tourism constitutes a major industry in Calistoga, and the City receives a significant portion of its revenues from Transient Occupancy Tax (TOT) generated by the tourist industry; and

**WHEREAS**, the City Council recognizes the need to aggressively promote the community in order to maintain and enhance our attractiveness as a tourist destination; and

**WHEREAS**, the City of Council has contracted with the Calistoga Chamber of Commerce (the Chamber) in the past for community promotional services and destination marketing; and

**WHEREAS**, the City Council finds that such a relationship has been beneficial to the community and given the financial impacts associated with COVID-19 the City Council desires to continue the partnership with the Chamber to promote focused marketing and promotional strategies in the future.

**NOW, THEREFORE, BE IT RESOLVED** that the Calistoga City Council hereby approves the terms of the proposed amendment attached here to as Exhibit A.

**BE IT FURTHER RESOLVED** that the City Council of the City of Calistoga hereby authorizes the City Manager to enter into a one-year professional services agreement amendment with the Chamber in the amount to \$406,000 from Account Number 01-4176-4402 as set forth in **EXHIBIT A** to this Resolution and in accordance with terms of a Professional Services Agreement and the amendment.

**PASSED, APPROVED, AND ADOPTED** by the City Council of the City of Calistoga at a regular meeting held this **15<sup>th</sup> day of June 2021**, by the following vote:

**AYES:** Councilmembers Kraus, Vice Mayor Lopez-Ortega and Mayor Canning  
**NOES:** Councilmember Williams  
**ABSENT:** Councilmember Gift  
**ABSTAIN:** None

**ATTEST:**

  
Marni Rittburg, CMC, City Clerk

**APPROVED:**

  
Chris Canning, Mayor

**AMENDMENT TO PROFESSIONAL SERVICES AGREEMENT**

**PROFESSIONAL SERVICES AGREEMENT  
BETWEEN THE CITY OF CALISTOGA AND  
THE CALISTOGA CHAMBER OF COMMERCE**

**Amendment No. 1 to Authorizing Agreement No. 856**

This Amendment No. 1 ("Amendment") to Authorizing Agreement No. 868 ("Agreement") is dated this \_\_\_ day of June, 2021, by and between the City of Calistoga, herein called the "City", and the Calistoga Chamber of Commerce, herein called the "Chamber".

**RECITALS**

A. City and Chamber entered into the Agreement No. 856 effective June 2020 in the amount of \$303,500, by which the Chamber agreed to perform Destination Marketing Services services more particularly described in the Agreement.

B. Due to the mutual desire of both parties to continue this relationship it is necessary to amend the Agreement to adjust the original contract time period, scope, and total compensation.

Agreement

NOW, THEREFORE, THE PARTIES HERETO AGREE AS FOLLOWS:

1. Scope of Services. Chamber shall perform the additional services set out in the "Scope of Work" attached hereto as Exhibit "A" and incorporated herein by reference.

2. Incorporation by Reference. This Amendment hereby incorporates by reference all terms and conditions set forth in the Agreement, unless specifically modified by this Amendment. All terms and conditions set forth in the Agreement which are not specifically modified by this Amendment shall remain in full force and effect.

3. Time of Performance. The services of Chamber are to continue through June 30, 2022. Any changes to these dates must be approved in writing by the City Manager or his or her designee.

4. Compensation.

A. Compensation for the Fiscal Year beginning July 1, 2021, shall be paid to the Chamber, on the following schedule:

- July 2021: \$25,000
- August 2021: \$25,000
- September 2021: \$25,000

- October 2021: \$34,000
- November: 2021: \$34,000
- December 2021: \$34,000
- January 2022: \$34,000
- February 2022: \$39,000
- March 2022: \$39,000
- April 2022: \$39,000
- May 2022: \$39,000
- June 2022: \$39,000

B. Total compensation shall not exceed \$406,000 for the entire term of the contract extension (July 1, 2021 to June 30, 2022).

IN WITNESS WHEREOF, the City and Chamber have executed this Agreement as of the date first above written.

CITY OF CALISTOGA

CALISTOGA CHAMBER OF COMMERCE

By: \_\_\_\_\_  
Zach Tusinger, Acting City Manager

By: \_\_\_\_\_  
Bruce Kyse, Executive Director

ATTEST

\_\_\_\_\_  
Marni Rittburg, City Clerk