

## DRAFT PRELIMINARY TERM SHEET – Policy Consultant

### The Parties:

1. **Los Angeles County Affordable Housing Solutions Agency (LACAHS)**
2. **LeSar Holdings, Inc.** (Consultant)
  - a. Official Name: LeSar Holdings, Inc.
  - b. Business Address: 404 Euclid Avenue, Suite #212, San Diego, CA 92114
  - c. Authorized Representative for Signature:  
Name: Richard Valdez  
Title: Chief Operations Officer  
Email: Rich@lesarholdings.com  
Phone: (619) 236-0612
  - d. Authorized Representative for Notice:  
Name: Natalie Donlin-Zappella  
Title: Director of Partnerships  
Email: Natalie@lesardevelopment.com  
Phone: (313) 378-0628
3. **United Way, Inc.** dba United Way of Greater Los Angeles (Funding Source for payment of all Consultant services):
  - a. Official Name: United Way, Inc
  - b. Business Address: 1150 S. Olive Street, Suite T500, Los Angeles, CA 90015
  - c. Authorized Representative for Signature and Notice:  
Name: LiNing Recendez  
Title: Vice President, Finance  
Email: [lrecendez@unitedwayla.org](mailto:lrecendez@unitedwayla.org)  
Phone: (213) 808-6399

### The Term:

- The Term of this Contract will be for 11 months, unless sooner terminated as provided in the Contract. The Term will begin (is effective) on the last date the Contract is fully executed by authorized representatives of all parties.

### Extensions:

- Two Options to Extend for a period of 6 months each, subject to the advance approval of the authorized representative of LACAHS, and exercisable at the sole and exclusive option of LACAHS or its authorized designee.

### Outline of Key Deliverables (Scope of Work):

- To Be Further Developed as a part of the Contract negotiations.
- Consultant will provide support for LACAHS operations, planning, strategy, learning, innovation, and LACAHS Governing Board operations.

### Consideration:

- Total Contract value shall not exceed \$215,158, with schedule of payment details to be developed during negotiations. Payments will be made within 30 days from each due date.

### Anticipated Subcontractors:

If any subcontractors are replaced or added, then a written amendment to the Contract will be required.

- LeSar Development Consultants (LDC), a California corporation, with its principal place of business located at 404 Euclid Avenue, Suite 212, San Diego, CA 92114, with Jennifer LeSar as CEO.
- Global Policy Leadership Academy (GPLA), a California corporation, with its principal place of business located at 404 Euclid Avenue, Suite 212, San Diego, CA 92114, with Jennifer LeSar as CEO.
- Sandra McNeill Consulting, LLC, a California limited liability company, with its principal place of business located at 2636 Kenwood Avenue, Los Angeles, CA 90007, with Sandra McNeill as Principal.
- CTY Housing, Inc., a California corporation, with its principal place of business located at 756 Sunset Avenue, Venice, CA 90291, with Yasmin Tong as CEO.