

EXHIBIT "A"
SCOPE OF WORK

Services provided:

Advice and counsel related to proposed redevelopment of the Qualcomm Stadium site and San Diego State University's efforts to develop a comprehensive plan for this redevelopment and communicate that plan to stakeholders, elected officials and the general public.

Staff members assigned to this project, their titles and their billing rates:

Tom Shepard, President \$290 per hour

Aimee Remanick, Director \$190 per hour

Consultant's Contracts Administrator is:

Michelle Bourgeot

E-Mail: mbourgeot@tomshepard.com

Direct line: (760) 944-0300

PUBLIC POLICY STRATEGIES
1620 Fifth Avenue, Suite 750
San Diego, CA 92101

Telephone: (619) 231-0996
Facsimile: (619) 236-0683

Invoice submitted to:

Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
Re: SDSU

July 31, 2017

Invoice #17018

Professional Services

	<u>Hrs/Rate</u>	<u>Amount</u>
7/27/2017 - TCS Client Contact	1.50	337.50
	225.00/hr	
	<u>1.50</u>	<u>\$337.50</u>

Additional Charges :

7/27/2017 TS Mileage -		10.70
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Total costs		<u>\$10.70</u>
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Total amount of this bill		<u>\$348.20</u>
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Balance due		<u><u>\$348.20</u></u>
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Invoice is payable upon receipt.

PUBLIC POLICY STRATEGIES
1620 Fifth Avenue, Suite 750
San Diego, CA 92101

Telephone: (619) 231-0996
Facsimile: (619) 236-0683

Invoice submitted to:

Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
Re: SDSU

August 31, 2017

Invoice #17025

Professional Services

	<u>Hrs/Rate</u>	<u>Amount</u>
8/3/2017 - TCS Client Contact	1.50 290.00/hr	435.00
8/7/2017 - TCS Client Contact	2.00 290.00/hr	580.00
8/10/2017 - TCS Client Contact	1.50 290.00/hr	435.00
8/11/2017 - TCS Client Contact	1.00 290.00/hr	290.00
8/17/2017 - TCS Client Contact	1.50 290.00/hr	435.00
8/21/2017 - TCS Client Contact	1.00 290.00/hr	290.00
8/29/2017 - TCS Client Contact	1.00 290.00/hr	290.00
8/31/2017 - TCS Client Contact	1.00 290.00/hr	290.00
	<u>10.50</u>	<u>\$3,045.00</u>

Additional Charges :

	<u>Amount</u>
8/3/2017 TS Mileage -	10.70
8/10/2017 TS Mileage ·	10.70
8/17/2017 TS Mileage	10.70
8/29/2017 TS Mileage -	8.03
8/31/2017 TS Mileage ·	10.70
Total costs	<u>\$50.83</u>
Total amount of this bill	<u>\$3,095.83</u>
Previous balance	\$348.20
Balance due	<u><u>\$3,444.03</u></u>

Invoice is payable upon receipt.

PUBLIC POLICY STRATEGIES
1620 Fifth Avenue, Suite 750
San Diego, CA 92101

Telephone: (619) 231-0996
Facsimile: (619) 236-0683

Invoice submitted to:

Gatzke Dillon & Ballance LLP
2762 Gateway Road
Carlsbad, CA 92009
Re: SDSU

September 30, 2017

Invoice #17036

Additional Charges :

	<u>Amount</u>
9/15/2017 Teleconference charge.	75.76
Total costs	<u>\$75.76</u>
Previous balance	\$3,444.03
Balance due	<u><u>\$3,519.79</u></u>

Invoice is payable upon receipt.