November 26, 2012

ADDENDUM NUMBER 2
TO REQUEST FOR STATEMENT OF QUALIFICATIONS (RFSQ)
FOR MEDIA SERVICES

On October 12, 2012, the Los Angeles County Department of Public Health (DPH) released a RFSQ to seek qualified companies with expertise managing, evaluating, designing, marketing, and engaging communities in large-scale multilingual media campaigns in public health with particular expertise in areas such as emergency preparedness and response targeting Los Angeles County’s diverse media markets to enter into Master Agreements with the County to provide media services.

As indicated in the RFSQ, Paragraph 1.8, County Rights & Responsibilities, the County may amend the RFSQ by written addendum. This Addendum Number 2 amends the RFSQ as indicated below:

1. Paragraph 1.4.2, Vendor's Minimum Qualifications, is deleted in its entirety and replaced by the following:

“Vendor must have the ability to translate or have access to translation services, and print on demand all developed or refined materials into multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese.”

2. Paragraph 1.4.4, Vendor's Minimum Qualifications, is deleted in its entirety and replaced by the following:

“Vendor must have: 1) the ability to provide or access media services in multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese; and 2) access and functional need media capabilities including services for health and vision impaired communities.”

3. Appendix A – Required Forms, Exhibit 1, Statement of Qualifications Checklist, has been deleted in its entirety and replaced with the attached “Exhibit 1” dated 11-26-12 to reflect the revisions to Paragraphs 1.4.2 and 1.4.4.
4. Appendix A – Required Forms, Exhibit 2, Proposer’s Organization Questionnaire Affidavit, has been deleted in its entirety and replaced with the attached “Exhibit 2” dated 11-26-12 to reflect the revisions to Paragraphs 1.4.2 and 1.4.4.

Additionally, as indicated in the RFSQ, Paragraph 2.5, Proposers’ Questions, questions and corresponding answers received by the October 25, 2012 deadline are being issued as part of this Addendum as follows:

Q1: I can’t find the RFSQ on the http://camisvr.co.la.ca.us/lacobids/BidLookUp/BidOpenStart.asp link. Where is it?

A1: The http://camisvr.co.la.ca.us/lacobids/BidLookUp/BidOpenStart.asp webpage provides instructions on how to access the RFSQ. As stated on this website, electronic copies of the RFSQ and Addendum(s) can be obtained via the following County of Los Angeles website: http://publichealth.lacounty.gov/cg/index.htm under the Open Solicitations for Public Health heading. Click on Request for Proposal; then Click on 2012-002 Los Angeles County Request for Statement of Qualifications (RFSQ) for Media Services.

Q2: This is a bid for marketing or advertising; is that correct?

A2: No. This is not a bid, but a Request for Statement of Qualifications for Media Services in Designing and Creating, Mechanicals, Social Media, and Outreach. Refer to RFSQ, Paragraph 1.4.1 for a description of these services.

Q3: Is this RFSQ specifically for vendors who specialize in emergency preparedness? Must the vendor have specific experience in emergency preparedness in order to qualify for this RFSQ?

A3: No, this RFSQ is not specific to only Emergency Preparedness. No, the vendor does not have to have specific experience in emergency preparedness in order to qualify. RFSQ, Minimum Vendor Qualifications, Paragraph 1.4 provides the minimum qualifications to participate.

Q4: Since the RFSQ states that agencies have to meet all of the minimum qualifications listed, under section 1.4, can an agency still qualify if it meets only some of the qualifications? I can only apply for one category, correct?

A4: RFSQ, Paragraph 1.0 General Information, states that Vendors may seek to qualify in one or more of the four categories (Design and Creating, Mechanicals, Social Media, and Outreach). Vendors must meet all of the minimum qualifications listed in Paragraph 1.4. for each category for which they are attempting to qualify. For example: if an agency is attempting to qualify for category 1.4.1 d) Outreach; Vendor must meet Paragraph 1.4.1, and have the “ability to plan, execute, and manage community outreach multiple markets which may require diverse approaches such as …”
Q5: Can an agency still be considered if it does not have experience with all of the items listed in a category, but can secure partners once the SOW is issued?

A5: The **Vendor** must have 5 years of experience within the last seven (7) years providing local and/or statewide media and/or public relations services in each category for which they are attempting to qualify. Each Work Order Solicitation will identify if the proposal for a particular project may include subcontractors. Subcontracting details are located in the Master Agreement, Appendix H, Paragraph 8.39.

Q6: Will LAC match potential subcontractors or service providers and/or offer a list of qualified competitors once a potential RFP is issued?

A6: No, DPH will not match potential subcontractor or service providers. Master Agreements will become public documents upon Board of Supervisors approval and may be downloaded at [http://www.lacounty.gov/wps/portal/sop/](http://www.lacounty.gov/wps/portal/sop/)

Q7: Page 3, section 1.4.1(b) of the RFSQ reads that the vendor must “…secure various media buys and placements…” Would the vendor need to have a media buying partner on staff, and under what circumstances can the entity use a subcontractor?

A7: See A5 for information regarding subcontracting.

Q8: What is unclear is can the agency partner with a subcontractor to handle the non-English languages?

A8: This Addendum Number 2 amends Section 1.4 Vendor’s Minimum Qualifications, Paragraphs 1.4.2 and 1.4.4 to allow Vendor to provide or have the ability to access translation services and/or media services in multiple languages. Subcontracting details are located in the Master Agreement, Appendix H, Paragraph 8.39.

Q9: Is it required that all subcontractors or service providers on this contract have an office location within Los Angeles County (LAC)? - Section 1.4 Vendor's Minimum Requirements.

A9: The Vendor (Proposer) seeking the Master Agreement must meet this requirement. Subcontracting details are located in the Master Agreement, Appendix H, Paragraph 8.39.

Q10: We will be submitting the SOQ and will be including a Subcontractor. Which, if any, of the forms referenced in Appendix A (Required Forms) are required to be submitted by the Subcontractor(s) in addition to the Prime?

A10: None. See A5 for information regarding subcontracting. Vendors can only use subcontractors to meet the minimum qualifications specified in Paragraphs 1.4.2 and 1.4.4. See A8.
Q11: On page 4, section 1.4.1(c) of the RFSQ reads that the vendor must “…maintain a web-based application for external hosting…” What data would the contractor need to manage for this application?

A11: For the Social Media category, Vendor must have the capability to develop and manage an innovative site with changing content, video streaming and interactive elements. Public Health program specific information, such as, but not limited to preparedness, resilience may be provided by each public health program for hosting, including publications, text, or other content in commonly utilized formats.

Q12: Does LAC plan to utilize a Geographical Positioning or Mapping tool in support of the Door to Door or Street Team or mobile Outreach Program? - Section 1.4.1 (d); Which GPS or mapping technology will be used for mapping and coordinating the door to door Teams? – Section 1.4.1 (d)

A12: The needs of DPH will determine the specifics of future projects. Vendors who are qualified for a Master Agreement will become County Contractors, and thereafter be solicited under competitive conditions, via Work Order Solicitation (WOS), to provide as needed media services in the category for which they are qualified. WOS will include a Statement of Work which shall describe in detail the particular project and the work required for the performance thereof. Refer to RFSQ, Paragraph 1.6, Master Agreement Process.

Q13: Has the Los Angeles County budgeted and appropriated funds to execute this Outreach Program?

A13: See A12.

Q14: Does LAC have a complete list of County residents and businesses? - Section 1.4.1 (d)

A14: No, DPH does not have a master list of all residents and businesses. Many public health programs maintain records of clients and/or businesses they have served and/or partnered with.

Q15: Does LAC plan to include businesses in the Outreach Program? - Section 1.4.1 (d)

A15: Businesses or Non-Governmental Organizations have regularly been included in outreach, and may be sought as partners in future projects. See A12.

Q16: Please list any agencies which may receive data from or be involved with the proposed Outreach Program.

A16: See A15.
Q17: Does LAC have access to email addresses for citizens of LAC? - Section 1.4.1 (d)
A17: No.

Q18: Will LAC share the outcome of the DPH Outreach Campaign with other government agencies (state, county, federal)?
A18: Yes. All campaigns are public record.

Q19: Requirement 1.4.2 on Page 4: We would like to clarify the definition of "materials" and if it includes the actual textual and video communications targeted for social media sites. The context for the question is that if a vendor will be submitting a proposal for the Category of Social Media only and no other category, can the vendor assume that any pre-prepared content in the form of documents, brochures, videos is provided in a translated state or is it the intent for the Social Media vendor to also provide translation services?
A19: It is intended for the vendor to provide or have access to translation services. See A8

Q20: Can you provide further insight as to what you are specifically looking for with the following requirement and what “access and functional needs” specifically means in: 1.4.3: “relationships with national and local multi-ethnic media organizations and communities that have access and functional needs”?
A20: Vendors must have working relationships with multi-ethnic organizations to provide multi-ethnic media services. Access and Functional Needs is a term more inclusive than Special Needs specifically focusing on what prevents communities from accessing services, including but not limited to: Communication, Transportation, Safety/Support/Self-Determination, Health, and Independence.

Q21: Requirement 1.4.3 on Page 4, we'd like to ask for clarification on this requirement. If preexisting relationships are required, we would like to understand what type of relationship is required (contractual, partnership, affiliate) with the media organizations referenced as well as a few examples of such organizations.
A21: Contractual, partnership, affiliate are all acceptable forms of relationships. Such organizations may include any organization focused on media or public health services to those populations listed in 1.4.4.

Q22: Will the County issue scope of work opportunities based on specific multicultural audiences, such as African American, Hispanic and Asian?
A22: See A12.
Q23: Is there a particular format or structure you are requiring for this statement. If so can you provide an example or do you wish for us to submit an email? In writing?

A23: RFSQ, Paragraph 2.7, Preparation and Format of the SOQ, provides instructions on the prescribed SOQ format.

Q24: Do we need to include creative samples of our work?

A24: No, Vendors must adhere to RFSQ, Paragraph 2.7, Preparation and Format of the SOQ.

Q25: On page 21, section 2.7.2(A) of the RFSQ, under “SOQ Category Specific Qualifications,” the RFSQ reads that “…SOE for each desired category must not exceed 2 (two) pages.” In addition to the 2 page SOE for each category, are there limitations on including appendices that provide additional details about our work?

A25: SOQ’s must be bound and submitted in the prescribed format described in Paragraph 2.7, Preparation and Format of the SOQ. SOQ’s will be only reviewed based upon what is described Paragraph 3.0 SOQ Review/Selection/Qualification Process. No other material will be reviewed.

Q26: How many master agreements have been previously issued?

A26: None, this is the first time DPH is issuing an RFSQ for Media Services to establish master agreements.

Q27: How many scopes of work have been solicited as a result of previously issued master agreements?

A27: None. See A26.

Q28: If an RFP is issued subsequent to this RFSQ, will there be a vendor conference?

A28: See A12.

Q29: Please describe the timeline for consideration of the RFSQ proposals and informing qualified participants of their ability to participate in a subsequent RFP process.

A29: RFSQ, Paragraph 2.3, RFSQ Timetable provides solicitation deadlines. RFSQ, Paragraph 1.6, Master Agreement Process provides the objective of this RFSQ. See A12.

Q30: Please also describe the timeline for the potential RFP process.

A30: At this time, there is no established timeline for the WOS.
Q31: On pages 21 and 22, section 2.7.2(A) of the RFSQ, under “Vendor’s Organizational Structure,” reads that “…vendors must request the appropriate documents from the California Secretary of State…” Does the County require "plain" copies or "certified" copies?

A31: Plain or certified are acceptable.

Q32: On page 22, section 2.7.2(B)(a) of the RFSQ, regarding “Prospective Contractor References,” it reads that vendors must “…provide three (3) references…”; and in Appendix A, exhibit 7, “Prospective Contractor References,” it reads that vendors must “…submit at least five (5) references…” Please clarify the number of references that the prospective contractor must submit.

A32: Three (3) references are acceptable, as noted in Addendum Number 1.

Q33: Appendix A, Exhibit 7 of the RFSQ, under “Prospective Contractor References,” the vendor must include references for types of media services provider. Can the vendor repeat references for the various categories for which they are attempting to qualify for, if specific area work was conducted in multiple areas?

A33: Yes.

Addendum Number 2 has been posted on the Department of Public Health Contracts and Grants website at: http://publichealth.lacounty.gov/cg/index.htm.

Thank you for your interest in contracting with the County of Los Angeles. Except for the revisions contained in Addendum Number 1 and Addendum Number 2, there are no other revisions to the RFSQ.

Attachments (2)
| **COUNTY OF LOS ANGELES - DEPARTMENT OF PUBLIC HEALTH** |
| **MEDIA SERVICES MASTER AGREEMENT** |
| **SOQ CHECKLIST** |

This serves as an application for the Media Services Master Agreement.  
To Complete the SOQ:
1. Check off/fill out all the requirements met and sign form
   - Minimum Qualifications, 1.4.1 through 1.46 (applies to all vendors)
   - Minimum Qualifications, 1.4.1, A - D (only complete sections in categories you intent to apply for)
2. Attach all applicable documents and content in the order and format described in RFSQ, Paragraph 2.7

**PROPOSER NAME**

**1.4 VENDOR’S MINIMUM QUALIFICATIONS**

Interested and qualified Vendors that meet all the Minimum Qualifications stated below are invited to submit an SOQ to qualify in one or more of the categories identified below.

| **1.4.1** Vendor has five (5) years experience within the last seven (7) years providing local and/or statewide media and/or public relations services in each category for which they are attempting to qualify and has appropriate regulatory agency licenses in good standing. Vendor is attempting to qualify in:

| **A. Designing and Creating** |
| Vendor attests that it has the experience and ability to design, create, develop, plan, implement and manage public health culturally and linguistically diverse media campaigns. This may include but is not limited to: videos, web-based applications and digital content to be adapted and shared on multiple platforms. |

| **B. Mechanicals** |
| Vendor attests that it has the experience and ability to develop mechanicals and secure various media buys and placements for various communication channels including, but not limited to: television public service announcements (PSA’s), billboards, taillight bus displays, bus shelters, interior bus ads, transit television, radio spots, internet websites, mobile phone technologies, posters, newspapers, print ads, press releases, secured media venues, and speaking engagements; production expertise; talent negotiations and tracking; spokesperson training; quality assurance; and expertise tracking key trends and issues in advertising and social marketing. |

| **C. Social Media** |
| Vendor attests that it has the experience and ability to: 1) update all uses of current and emerging social and digital media including, but limited to: YouTube, Flickr, Tumblr, and Facebook; and 2) maintain web-based application for external hosting. |

| **D. Outreach** |
| Vendor attests that it has the experience and ability to plan, execute, and manage community outreach to multiple markets which may require diverse approaches such as convening of large group events, door-to-door contact, street teams and/or mobile units, and press events to promote campaigns. |

| **1.4.2** Vendor has the ability to translate or have access to translation services, and print on demand all developed or refined materials into multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese. |
1.4.3  Vendor has relationships with national and local multi-ethnic media organizations and communities that have access and functional needs.

1.4.4  Vendor has: 1) the ability to provide or access media services in multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese; and 2) access and functional need media capabilities including services for health and vision impaired communities.

1.4.5  Vendor certifies that it currently has an office located within the geographic boundaries of Los Angeles County where services will be performed.

1.4.6  Vendor has demonstrated through its financial statements ability to support and manage a contract for at least sixty (60) days.

**RFSQ, Paragraph 2.7.1, Table of Contents (Proposer’s SOQ)**

**RFSQ, Paragraph 2.7.2, A. Vendor’s Background and Experience (Proposer’s SOQ Section A.1)**

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Vendor furnished a copy of Certificate of Good Standing (if Corporation or LLC)

Vendor furnished a copy of Statement of Information (if Corporation or LLC)

Vendor furnished a copy of Certificate of Limited Partnership or Application for Registration of Foreign Limited Partnership (if Limited Partnership)

**RFSQ, Paragraph 2.7.2, B. Vendor References (Proposer’s SOQ Section A.2)**

Exhibit 7: Prospective Contractor References

Exhibit 8: Prospective Contractor List of Contracts

Exhibit 9: Prospective Contractor List of Terminated Contracts
| RFSQ, Paragraph 2.7.2, C. Vendor’s Pending Litigation and Judgments (Proposer’s SOQ Section A.3) | □ |
| Exhibit 10: Vendor’s Pending Litigation and Judgments (Section A.4 of SOQ) | □ |
| RFSQ, Paragraph 2.7.2, D. Vendor’s Financial Viability (Proposer’s SOQ Section A.4) | □ |
| Vendor furnished copies of the company’s most current and prior two (2) fiscal years. | |
| RFSQ, Paragraph 2.7.3, REQUIRED FORMS (Proposer’s SOQ, Section B) | □ |
| Exhibit 3: Certification of No Conflict of Interest | □ |
| Exhibit 4: Vendor’s EEO Certification | □ |
| Exhibit 5: Request for Local SBE Preference Program Consideration and CBE Firm/organization Information (Intentionally Omitted) | n/a |
| Exhibit 6: Familiarity with the County Lobbyist Ordinance Certification | □ |
| Exhibit 11: Attestation of Willingness to Consider GAIN/GROW Participants | □ |
| Exhibit 12: County of Los Angeles Contractor Employee Jury Service Program Certification Form and Application for Exception | □ |
| Exhibit 13: Certification of Compliance with the County’s Defaulted Property Tax Reduction Program | □ |
| Exhibit 14: Certification Regarding Debarment Suspension, Ineligibility and Voluntary Exclusion – Lower Tier Covered Transactions (45 C.F.R. Part 76) (Intentionally Omitted) | n/a |
| Exhibit 15: Charitable Contributions Certification | □ n/a |
| Exhibit 16: Acceptance of Terms and Conditions in Master Agreement | □ |
| PROOF OF INSURABILITY (Proposer’s SOQ Section C) | □ |
| Vendor furnished a copy of Certificate of Insurance (ACCORD or equivalent form) | □ |
| LA County named additional insured | □ |
| COMMERCIAL GENERAL LIABILITY | □ |
| General Aggregate: $2 million | □ |
| Products/Completed Operations Aggregate: $1 million | □ |
| Personal and Advertising Injury: $1 million | □ |
| Each Occurrence: $1 million | □ |
| AUTO LIABILITY | □ |
| Auto Liability: $1 million | □ |
| WORKERS’ COMPENSATION | □ |
| Each Accident: $1 million | □ |
| PROFESSIONAL LIABILITY | □ |
| Not less than $1 million per claim and $2 million aggregate | □ |
| PROOF OF LICENSES (Proposer’s SOQ Section D) | □ |
| Vendor furnished a copy of all applicable licenses, certificates, accreditation, and permits for the provision of services for which they intend to qualify which include but are not limited to: a valid Business License | □ |
**VENDOR SUPPLIED**
The original SOQ and three (3) numbered copies enclosed in a sealed envelope, plainly marked in the upper left-hand corner with the name and address of the Vendor and bear the words: "SOQ FOR MEDIA SERVICES"

APPLICANT ACKNOWLEDGES THAT IF ANY FALSE, MISLEADING, INCOMPLETE, OR DECEPTIVELY UNRESPONSIVE STATEMENTS IN CONNECTION WITH THIS SOQ ARE MADE, THE SOQ MAY BE REJECTED. THE EVALUATION AND DETERMINATION IN THIS AREA SHALL BE AT THE DIRECTOR'S SOLE JUDGMENT AND HIS/HER JUDGMENT SHALL BE FINAL.

I DECLARE UNDER PENALTY OF PERJURY THAT ALL OF THE ABOVE INFORMATION IS TRUE AND CORRECT.

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Please complete, date and sign this form and include it in Section A.1 of the SOQ. The person signing the form must be authorized to sign on behalf of the Proposer and to bind the applicant in a Master Agreement.

1. If your firm is a corporation or limited liability company (LLC), state its legal name (as found in your Articles of Incorporation) and State of incorporation:

   Name  
   State  
   Year Inc.

2. If your firm is a limited partnership or a sole proprietorship, state the name of the proprietor or managing partner:

   __________________________________________________________

3. If your firm is doing business under one or more DBA’s, please list all DBA’s and the County(s) of registration:

   Name  County of Registration  Year became DBA
   __________________________________________________________
   __________________________________________________________

4. Is your firm wholly or majority owned by, or a subsidiary of, another firm?  If yes, Name of parent firm:

   __________________________________________________________

   State of incorporation or registration of parent firm:
   __________________________________________________________

5. Please list any other names your firm has done business as within the last five (5) years.

   Name  Year of Name Change
   __________________________________________________________
   __________________________________________________________

6. Indicate if your firm is involved in any pending acquisition/merger, including the associated company name. If not applicable, so indicate below.

   __________________________________________________________
MINIMUM REQUIREMENTS AFFIDAVIT
By signing below, Proposer attests and certifies that it meets all of the Minimum Qualifications listed in Paragraph 1.4 – Vendor’s Minimum Qualifications for all of the category(ies) for which Firm is attempting to qualify, as listed below: (Check applicable boxes)

☐ Yes Paragraph 1.4.1  Vendor has five (5) years experience within the last seven (7) years providing local and/or statewide media and/or public relations services in each category for which they are attempting to qualify and have appropriate regulatory agency licenses in good standing.
Vendor attests it is qualified in:
☐ Designing and Creating
☐ Mechanicals
☐ Social Media
☐ Outreach

☐ Yes Paragraph 1.4.2  Vendor attests it has the ability to translate or have access to translation services, and print on demand all developed or refined materials into multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese.

☐ Yes Paragraph 1.4.3  Vendor attests it has relationships with national and local multi-ethnic media organizations and communities that have access and functional needs.

☐ Yes Paragraph 1.4.4  Vendor attests it has: 1) the ability to provide or access media services in multiple languages which include, but are not limited to: English, Spanish, Arabic, Armenian, Cantonese, Mandarin, Farsi, Khmer, Korean, Russian, Tagalog, Thai, and Vietnamese; and 2) access and functional need media capabilities including services for health and vision impaired communities.

☐ Yes Paragraph 1.4.5  Vendor has an office located within the geographic boundaries of Los Angeles County where services will be performed.

☐ Yes Paragraph 1.4.6  Vendor has demonstrated through its financial statements ability to support and manage a contract for at least sixty (60) days.

Applicant further acknowledges that if any false, misleading, incomplete, or deceptively unresponsive statements in connection with this SOQ are made, the SOQ may be rejected. The evaluation and determination in this area shall be at the Director’s sole judgment and judgment shall be final.

Corporation’s Name: ________________________________
Address: _______________________________________
Telephone Number: ___________________________ Fax number: ___________________________
E-mail Address: ________________________________
On behalf of ______________________ (Proposer’s name), I ______________________ (Name of Proposer’s authorized representative), certify that the information contained in this Proposer’s Organization Questionnaire/Affidavit is true and correct to the best of my information and belief.

______________________________
Signature

______________________________
Internal Revenue Service
Employer Identification Number

______________________________
Title

______________________________
California Business License Number

______________________________
Date

______________________________
County WebVen Number