

EXHIBIT B Proposal by Contractor



March 12, 2018

John Roberts
Executive Director
The Natomas Basin Conservancy
2150 River Plaza Drive, Suite 460
Sacramento, CA 95833

Subject: Scope of Work and Cost Estimate to Conduct Biological Effectiveness Monitoring on SAFCA Created Marsh Habitats

Dear Mr. Roberts:

ICF Jones & Stokes, Inc. ("ICF") is pleased to submit the following scope of work and cost estimate to conduct biological effectiveness monitoring on the approximately 132 acres of created marsh habitats in and around the Conservancy's Fisherman's Lake Reserve from January 1, 2018 through December 31, 2020. The scope of work includes giant gartersnake monitoring at SAFCA wetlands sites and the SAFCA GGS dispersal canal and monitoring of other covered species at SAFCA wetland sites. Swainson's hawk monitoring under the Natomas Basin Habitat Conservation Plan includes a census of the entire population in the Basin, so is not included as part of this scope of work. In addition, we assumed that monitoring of noxious weeds would continue to be done through 2020 by other entities, and is therefore not included in this scope of work. The scope of work outlined below will be implemented on the following properties:

Sharma	53.2 acres
AKT	37.8 acres
Natomas Farms West	41.3 acres

As part of this scope of work, ICF will complete the following tasks:

Task 1. Conduct Occupancy Monitoring for Giant Gartersnake

Objective

The objective of this project is to estimate the proportion of wetland units and the proportion of the dispersal canal constructed by SAFCA from the winter of 2011/2012 and filled in 2013 that are occupied by giant gartersnakes. Continued occupancy monitoring of these wetlands and the canal will provide information about the rate at which constructed wetlands are colonized by giant gartersnakes (*Thamnophis gigas*) and whether giant gartersnakes are using the dispersal canal. The study will further contribute to estimates of the probability of occurrence of giant gartersnakes throughout the Natomas Basin.

630 K Street, Suite 400 — Sacramento, CA 95814 — 916.737.3000 — 916.737.3030 fax — icfi.com

Scope of Work

This project will involve trapping for giant gartersnakes and analyzing the resulting data using an occupancy modelling approach. We will trap each wetland unit and selected reach of the dispersal canal with a transect of 50 modified floating funnel traps (Casazza et al. 2000, Halstead et al. 2013). We will deploy traps for 21–28 consecutive days between 15 April and 30 September of each study year (2018–2020). We will place traps along banks or at the edge of emergent vegetation, which serve as natural drift fences, and check traps daily while they are deployed.

We will measure, determine the sex of, and uniquely mark all captured individual snakes. Individuals will be marked with a unique code branded on the ventral scales with a disposable cautery (Winne et al. 2006) and, if > 50 g, a passive integrated transponder (PIT) tag. We will record the location of each captured individual with GPS, and release it at its location of capture immediately after processing.

We will characterize sampled areas in several ways. We will collect data on the composition of microhabitats and the composition of vegetation at every fifth trap and at a random point within 5 m of each characterized trap. We will record the number of non-target aquatic organisms in every fifth trap, and empty sampled traps daily. We will leave potential prey species in all other traps to serve as bait to increase detection probabilities. We will also record environmental conditions (daily air and water temperatures, daily water levels, etc.) that might affect detection probabilities (Halstead et al. 2011).

We will analyze the resulting data to determine the proportion of SAFCA wetland units and dispersal canal occupied. Because the SAFCA wetlands and segments of the dispersal canal are so few in number, these data will be included in a larger analysis of the probability of occurrence of giant gartersnakes in the Natomas Basin. We will use Bayesian analysis of single-season and dynamic occupancy models (Royle and Kéry 2007, Kéry and Schaub 2012) using uninformative priors. We will select among competing models using variable selection techniques (Kuo and Mallick 1998, Royle and Dorazio 2008). We will use finite population inference (Link and Barker 2010) to assess the probability that SAFCA wetlands and sections of the dispersal canal, individually and collectively, were occupied by giant gartersnakes.

Task 2. Conduct Surveys for Other Covered Species in Compliance with the Biological Effectiveness Monitoring Program

Objective

The objective of this task is to document the presence/absence of and use of SAFCA wetland sites by species covered under the Natomas Basin Habitat Conservation Plan other than giant gartersnakes and Swainson's hawk, hereafter referred to as *other covered species*. Monitoring these sites will facilitate the objective of the monitoring program to track population trends of other covered species that have been documented to use created wetland habitats including western pond turtles, loggerhead shrike, white-faced ibis, and tricolored blackbirds.

Scope of Work

Survey routes have been established throughout the SAFCA wetland units in the Fisherman's lake reserve area that will be surveyed in the same manner in which other TNBC reserves are surveyed. Surveys will begin in January 2018 and continue through December 2020. The surveys will employ standard bird monitoring techniques to obtain quantitative data on bird populations on reserve lands. Information is collected on all avian species (i.e., both covered and non-covered species). The generalized avian survey monitoring protocol is a modified area search (Ralph et al. 1993). The survey technique consists of slowly driving roads and recording the numbers of each species seen or heard. The exact route and the time allotted for each area are constrained to ensure consistency in effort and technique. The numbers of each bird species seen or heard during the area search are recorded digitally on a standardized data form using an Ipad. Non-covered species observed outside the reserve are disregarded unless they are clearly associated with the reserve in some way (e.g., swallows flying overhead hawking insects, a raptor perched just off the reserve that is scanning the ground inside the reserve).

Task 3. Reporting

The results of all surveys conducted under this scope of work will be incorporated into the annual TNBC Biological Effectiveness Monitoring Reports.

Costs

The annual cost to complete the work described in this scope is \$32,984, for a total cost over the three year contract period of \$98,952. Annual costs by task are provided in Table 1. ICF proposes to invoice costs monthly, on a time and materials basis.

ICF looks forward to negotiating mutually acceptable terms and conditions. We appreciate the opportunity to present this scope of work and cost estimate. Please direct any questions on the scope or cost to Doug Leslie at (916) 231-9560 or douglas.leslie@icfi.com.

Sincerely,



Trina L. Prince-Fisher
Contracts Administrator

Table 1. Annual Cost Estimate for Biological Effectiveness Monitoring at SAFCA Wetlands and Dispersal Canal, 2018-2020

Task	Employee Name	Consulting Staff					Subtotal	Subcontractor		Labor Total	Direct Expenses	Total Price
		Project Role	Leslie D	Leslie D	Hughes J	Giffen T		Schiff D	USGS			
Labor Classification		Sr Consult III	Sr Consult III	Sr Consult I	Assoc Consult I	Assoc Consult III						
Task 1. Project Mangement		4					\$780		\$0	\$780		
Task 2. Giant Garter Snake Monitoring							\$0	\$15,826	\$15,826	\$15,826	\$8,111	\$23,937
Task 3. Avian Monitoring			24				\$3,600		\$0	\$3,600		
Task 4. Annual Report		8		2	1	2	\$2,205		\$0	\$2,205		
Total hours		12	24	2	1	2						
ICF E&P 2015 Billing Rates		\$195	\$150	\$120	\$115	\$145						
Subtotals		\$2,340	\$3,600	\$240	\$115	\$290	\$6,585	\$15,826	\$15,826	\$22,411		
Direct Expenses												
523.05 Travel, Auto, incld. Mileage at current IRS rate (.575/mile)											\$62	
Mark up on all non-labor costs and subcontractors: 10%											\$2,400	
Direct expense subtotal											\$10,573	
Total price												\$32,984