

GRANT AGREEMENT

Contract #000000000000000000042339

This Grant Agreement (this "Grant Agreement"), entered into by and between the Indiana Utility Regulatory Commission (the "State") and **Paradigm Alliance Inc** (the "Grantee"), is executed pursuant to the terms and conditions set forth herein. In consideration of those mutual undertakings and covenants, the parties agree as follows:

1. Purpose of this Grant Agreement; Grant Funds

The purpose of this Grant Agreement is to enable the State to award a Grant of \$62,000.00 (the "Grant") to the Grantee for eligible costs of the services or project (the "Project") described in **Exhibits A** and **B** of this Grant Agreement, which are incorporated fully by reference. The funds shall be used exclusively in accordance with the provisions contained in this Grant Agreement and in conformance with Indiana Code § 8-1-26-24 establishing the authority to make this Grant, as well as any rules adopted thereunder. The funds received by the Grantee pursuant to this Grant Agreement shall be used only to implement the Project or provide the services in conformance with this Grant Agreement and for no other purpose.

FUNDING SOURCE:

No federal funds shall be used to fund this grant.

The Underground Plant Protection Act established by Indiana Code § 8-1-26-24 is the state funding source.

2. Representations and Warranties of the Grantee

A. The Grantee expressly represents and warrants to the State that it is statutorily eligible to receive these Grant funds and that the information set forth in its grant application is true, complete and accurate. The Grantee expressly agrees to promptly repay all funds paid to it under this Grant Agreement should it be determined either that it was ineligible to receive the funds, or it made any material misrepresentation on its grant application.

B. The Grantee certifies by entering into this Grant Agreement that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from entering into this Grant Agreement by any federal or state department or agency. The term "principal" for purposes of this Grant Agreement is defined as an officer, director, owner, partner, key employee or other person with primary management or supervisory responsibilities, or a person who has a critical influence on or substantive control over the operations of the Grantee.

3. Implementation of and Reporting on the Project

A. The Grantee shall implement and complete the Project in accordance with **Exhibit A** and with the plans and specifications contained in its Grant Application, which is on file with the State and is incorporated by reference. Modification of the Project shall require prior written approval of the State.

B. The Grantee shall submit to the State written progress reports until the completion of the Project. These reports shall be submitted upon request by the State and shall contain such detail of progress or performance on the Project as is requested by the State.

4. Term

This Grant Agreement commences on May 1, 2020 and shall remain in effect through November 1, 2021. Unless otherwise provided herein, it may be extended upon the written agreement of the parties, and as permitted by the state or federal law governing this Grant.

5. Grant Funding

A. The State shall fund this Grant in the amount of \$62,000.00. The approved Project Budget is set forth as **Exhibit B** of this Grant Agreement, attached hereto and incorporated herein. The Grantee shall not spend more than the amount for each line item in the Project Budget without the prior written consent of the State, nor shall the Project costs funded by this Grant Agreement and those funded by any local and/or private share be changed or modified without the prior written consent of the State.

B. The disbursement of grant funds to the Grantee shall not be made until all documentary materials required by this Grant Agreement have been received and approved by the State and this Grant Agreement has been fully approved by the State.

6. Payment of Claims

A. If advance payment of all or a portion of the Grant funds is permitted by statute or regulation, and the State agrees to provide such advance payment, advance payment shall be made only upon submission of a proper claim setting out the intended purposes of those funds. After such funds have been expended, Grantee shall provide State with a reconciliation of those expenditures. Otherwise, all payments shall be made thirty five (35) days in arrears in conformance with State fiscal policies and procedures. As required by IC § 4-13-2-14.8, all payments will be by the direct deposit by electronic funds transfer to the financial institution designated by the Grantee in writing unless a specific waiver has been obtained from the Indiana Auditor of State

B. Requests for payment will be processed only upon presentation of a Claim Voucher in the form designated by the State. Such Claim Vouchers must be submitted with the budget expenditure report detailing disbursements of state, local and/or private funds by project budget line items.

C. The State may require evidence furnished by the Grantee that substantial progress has been made toward completion of the Project prior to making the first payment under this Grant. All payments are subject to the State's determination that the Grantee's performance to date conforms with the Project as approved, notwithstanding any other provision of this Grant Agreement.

D. Claims shall be submitted to the State within 10 calendar days following the end of the month in which work on or for the Project was performed. The State has the discretion, and reserves the right, to NOT pay any claims submitted later than 35 calendar days following the date the services were provided. All final claims and reports must be submitted to the State within 10 calendar days after the expiration or termination of this agreement. Payment for claims submitted after that time may, at the discretion of the State, be denied. Claims may be submitted on a monthly basis only. If Grant funds have been advanced and are unexpended at the time that the final claim is submitted, all such unexpended grant funds must be returned to the State.

E. Claims must be submitted with accompanying supportive documentation as designated by the State. Claims submitted without supportive documentation will be returned to the Grantee and not processed for payment. Failure to comply with the provisions of this Grant Agreement may result in the denial of a claim for payment.

7. Project Monitoring by the State

The State may conduct on-site or off-site monitoring reviews of the Project during the term of this Grant Agreement and for up to ninety (90) days after it expires or is otherwise terminated. The Grantee shall extend its full cooperation and give full access to the Project site and to relevant documentation to the State or its authorized designees for the purpose of determining, among other things:

- A. whether Project activities are consistent with those set forth in **Exhibit A**, the Grant Application, and the terms and conditions of the Grant Agreement;
- B. the actual expenditure of state, local and/or private funds expended to date on the Project is in conformity with the amounts for each Budget line item as set forth in **Exhibit B** and that unpaid costs have been properly accrued;
- C. that Grantee is making timely progress with the Project, and that its project management, financial management and control systems, procurement systems and methods, and overall performance are in conformance with the requirements set forth in this Grant Agreement and are fully and accurately reflected in Project reports submitted to the State.

8. Audits and Maintenance of Records

- A. The Grantee shall submit to an audit of funds paid through this Grant Agreement and shall make all books, accounting records and other documents available at all reasonable times during the term of this Grant Agreement and for a period of three (3) years after final payment for inspection by the State or its authorized designee. Copies shall be furnished to the State at no cost
- B. If the Grantee is a "subrecipient" of federal grant funds under 2 C.F.R. 200.330, Grantee shall arrange for a financial and compliance audit that complies with 2 C.F.R. 200.500 et seq. if required by applicable provisions of 2 C.F.R. 200 (Uniform Administrative Requirements, Cost Principles, and Audit Requirements).
- C. If the Grantee is a non-governmental unit, the Grantee shall file the Form E-1 annual financial report required by IC § 5-11-1-4. The E-1 entity annual financial report will be used to determine audit requirements applicable to non-governmental units under IC § 5-11-1-9. Audits required under this section must comply with the State Board of Accounts Uniform Compliance Guidelines for Examination of Entities Receiving Financial Assistance from Governmental Sources, https://www.in.gov/sboa/files/erfa_2016.pdf. Guidelines for filing the annual report are included in Exhibit C (Guidelines for Non-governmental Entities).

9. Compliance with Laws

- A. The Grantee shall comply with all applicable federal, state and local laws, rules, regulations and ordinances, and all provisions required thereby to be included herein are hereby incorporated by reference. The enactment or modification of any applicable state or federal statute or the promulgation of rules or regulations thereunder after execution of this Grant Agreement shall be reviewed by the State and the Grantee to determine whether the provisions of this Grant Agreement require formal modification.
- B. The Grantee and its agents shall abide by all ethical requirements that apply to persons who have a business relationship with the State as set forth in IC §4-2-6, *et seq.*, IC §4-2-7, *et seq.* and the regulations promulgated thereunder. **If the Grantee has knowledge, or would have acquired knowledge with reasonable inquiry, that a state officer, employee, or special state appointee, as those terms are defined in IC 4-2-6-1, has a financial interest in the Grant, the Grantee shall ensure compliance with the disclosure requirements in IC 4-2-6-**

10.5 prior to the execution of this Grant. If the Grantee is not familiar with these ethical requirements, the Grantee should refer any questions to the Indiana State Ethics Commission, or visit the Inspector General's website at <http://www.in.gov/ig/>. If the Grantee or its agents violate any applicable ethical standards, the State may, in its sole discretion, terminate this Grant immediately upon notice to the Grantee. In addition, the Grantee may be subject to penalties under IC §§4-2-6, 4-2-7, 35-44.1-1-4, and under any other applicable laws.

C. The Grantee certifies by entering into this Grant Agreement that neither it nor its principal(s) is presently in arrears in payment of taxes, permit fees or other statutory, regulatory or judicially required payments to the State. The Grantee agrees that any payments currently due to the State may be withheld from payments due to the Grantee. Additionally, payments may be withheld, delayed, or denied and/or this Grant suspended until the Grantee is current in its payments and has submitted proof of such payment to the State.

D. The Grantee warrants that it has no current, pending or outstanding criminal, civil, or enforcement actions initiated by the State, and agrees that it will immediately notify the State of any such actions. During the term of such actions, the Grantee agrees that the State may suspend funding for the Project. If a valid dispute exists as to the Grantee's liability or guilt in any action initiated by the State or its agencies, and the State decides to suspend funding to the Grantee, the Grantee may submit, in writing, a request for review to the Indiana Department of Administration (IDOA). A determination by IDOA shall be binding on the parties. Any disbursements that the State may delay, withhold, deny, or apply under this section shall not be subject to penalty or interest.

E. The Grantee warrants that the Grantee and any contractors performing work in connection with the Project shall obtain and maintain all required permits, licenses, registrations, and approvals, and shall comply with all health, safety, and environmental statutes, rules, or regulations in the performance of work activities for the State. Failure to do so may be deemed a material breach of this Grant Agreement and grounds for immediate termination and denial of grant opportunities with the State.

F. The Grantee affirms that, if it is an entity described in IC Title 23, it is properly registered and owes no outstanding reports to the Indiana Secretary of State.

G. As required by IC §5-22-3-7:

- (1) The Grantee and any principals of the Grantee certify that:
 - (A) the Grantee, except for de minimis and nonsystematic violations, has not violated the terms of:
 - (i) IC §24-4.7 [Telephone Solicitation Of Consumers];
 - (ii) IC §24-5-12 [Telephone Solicitations]; or
 - (iii) IC §24-5-14 [Regulation of Automatic Dialing Machines];in the previous three hundred sixty-five (365) days, even if IC 24-4.7 is preempted by federal law; and
 - (B) the Grantee will not violate the terms of IC §24-4.7 for the duration of this Grant Agreement, even if IC §24-4.7 is preempted by federal law.
- (2) The Grantee and any principals of the Grantee certify that an affiliate or principal of the Grantee and any agent acting on behalf of the Grantee or on behalf of an affiliate or principal of the Grantee, except for de minimis and nonsystematic violations,
 - (A) has not violated the terms of IC §24-4.7 in the previous three hundred sixty-five (365) days, even if IC §24-4.7 is preempted by federal law; and

(B) will not violate the terms of IC §24-4.7 for the duration of this Grant Agreement even if IC §24-4.7 is preempted by federal law.

10. Debarment and Suspension

A. The Grantee certifies by entering into this Grant Agreement that it is not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from entering into this Grant by any federal agency or by any department, agency or political subdivision of the State. The term "principal" for purposes of this Grant Agreement means an officer, director, owner, partner, key employee or other person with primary management or supervisory responsibilities, or a person who has a critical influence on or substantive control over the operations of the Grantee.

B. The Grantee certifies that it has verified the suspension and debarment status for all subcontractors receiving funds under this Grant Agreement and shall be solely responsible for any recoupments or penalties that might arise from non-compliance. The Grantee shall immediately notify the State if any subcontractor becomes debarred or suspended, and shall, at the State's request, take all steps required by the State to terminate its contractual relationship with the subcontractor for work to be performed under this Grant Agreement.

11. Drug-Free Workplace Certification

This clause is required by Executive Order 90-5 and applies to all individuals and private legal entities who receive grants or contracts from State agencies. This clause was modified in 2005 to apply only to Grantee's employees within the State of Indiana and cannot be further modified, altered or changed. As required by Executive Order No. 90-5, April 12, 1990, issued by the Governor of Indiana, the Grantee hereby covenants and agrees to make a good faith effort to provide and maintain a drug-free workplace. Grantee will give written notice to the State within ten (10) days after receiving actual notice that the Grantee, or an employee of the Grantee in the State of Indiana, has been convicted of a criminal drug violation occurring in the workplace. False certification or violation of the certification may result in sanctions including, but not limited to, suspension of grant payments, termination of the Grant and/or debarment of grant opportunities with the State of Indiana for up to three (3) years.

In addition to the provisions of the above paragraphs, if the total amount set forth in this Grant Agreement is in excess of \$25,000.00, the Grantee certifies and agrees that it will provide a drug-free workplace by:

A. Publishing and providing to all of its employees a statement notifying them that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the Grantee's workplace and specifying the actions that will be taken against employees for violations of such prohibition; and

B. Establishing a drug-free awareness program to inform its employees of (1) the dangers of drug abuse in the workplace; (2) the Grantee's policy of maintaining a drug-free workplace; (3) any available drug counseling, rehabilitation, and employee assistance programs; and (4) the penalties that may be imposed upon an employee for drug abuse violations occurring in the workplace; and

C. Notifying all employees in the statement required by subparagraph (A) above that as a condition of continued employment the employee will (1) abide by the terms of the statement; and (2) notify the Grantee of any criminal drug statute conviction for a violation occurring in the workplace no later than five (5) days after such conviction; and

D. Notifying in writing the State within ten (10) days after receiving notice from an employee under subdivision (C)(2) above, or otherwise receiving actual notice of such conviction; and

E. Within thirty (30) days after receiving notice under subdivision (C)(2) above of a conviction, imposing the following sanctions or remedial measures on any employee who is convicted of drug abuse violations occurring in the workplace: (1) take appropriate personnel action against the employee, up to and including termination; or (2) require such employee to satisfactorily participate in a drug abuse assistance or rehabilitation program approved for such purposes by a federal, state or local health, law enforcement, or other appropriate agency; and

F. Making a good faith effort to maintain a drug-free workplace through the implementation of subparagraphs (A) through (E) above.

12. Employment Eligibility Verification

As required by IC §22-5-1.7, the Grantee hereby swears or affirms under the penalties of perjury that:

A. The Grantee has enrolled and is participating in the E-Verify program;

B. The Grantee has provided documentation to the State that it has enrolled and is participating in the E-Verify program;

C. The Grantee does not knowingly employ an unauthorized alien.

D. The Grantee shall require its contractors who perform work under this Grant Agreement to certify to Grantee that the contractor does not knowingly employ or contract with an unauthorized alien and that the contractor has enrolled and is participating in the E-Verify program. The Grantee shall maintain this certification throughout the duration of the term of a contract with a contractor.

The State may terminate for default if the Grantee fails to cure a breach of this provision no later than thirty (30) days after being notified by the State.

13. Funding Cancellation

When the Director of the State Budget Agency makes a written determination that funds are not appropriated or otherwise available to support continuation of performance of this Grant Agreement, it shall be canceled. A determination by the Director of the State Budget Agency that funds are not appropriated or otherwise available to support continuation of performance shall be final and conclusive.

14. Governing Law

This Grant Agreement shall be governed, construed, and enforced in accordance with the laws of the State of Indiana, without regard to its conflict of laws rules. Suit, if any, must be brought in the State of Indiana.

15. Information Technology Accessibility Standards.

Any information technology related products or services purchased, used or maintained through this Grant must be compatible with the principles and goals contained in the Electronic and Information Technology Accessibility Standards adopted by the Architectural and Transportation Barriers Compliance Board under Section 508 of the federal Rehabilitation Act of 1973 (29 U.S.C. §794d), as amended. The federal Electronic and Information Technology Accessibility Standards can be found at: <http://www.access-board.gov/508.htm>.

16. Insurance

The Grantee shall maintain insurance with coverages and in such amount as may be required by the State or as provided in its Grant Application.

17. Nondiscrimination

Pursuant to the Indiana Civil Rights Law, specifically including IC §22-9-1-10, and in keeping with the purposes of the federal Civil Rights Act of 1964, the Age Discrimination in Employment Act, and the Americans with Disabilities Act, the Grantee covenants that it shall not discriminate against any employee or applicant for employment relating to this Grant with respect to the hire, tenure, terms, conditions or privileges of employment or any matter directly or indirectly related to employment, because of the employee or applicant's: race, color, national origin, religion, sex, age, disability, ancestry, status as a veteran, or any other characteristic protected by federal, state, or local law ("Protected Characteristics"). Furthermore, Grantee certifies compliance with applicable federal laws, regulations, and executive orders prohibiting discrimination based on the Protected Characteristics in the provision of services.

The Grantee understands that the State is a recipient of federal funds, and therefore, where applicable, Grantee and any subcontractors shall comply with requisite affirmative action requirements, including reporting, pursuant to 41 CFR Chapter 60, as amended, and Section 202 of Executive Order 11246 as amended by Executive Order 13672.

18. Notice to Parties

Whenever any notice, statement or other communication is required under this Grant, it will be sent by E-mail or first class U.S. mail service to the following addresses, unless otherwise specifically advised.

A. Notices to the State shall be sent to:

For payment notices and invoices:

Mary Becerra
Indiana Utility Regulatory Commission
101 West Washington Street, Suite 1500E
Indianapolis, Indiana 46204

For legal notices:

Beth E. Helene, General Counsel
Indiana Utility Regulatory Commission
101 West Washington Street, Suite 1500E
Indianapolis, Indiana 46204
Email: generalcounsel@urc.in.gov

B. Notices to the Grantee shall be sent to:

Tim Friesen
Paradigm Alliance, Inc.
222 S. Ridge Road
Wichita, KS 67209
E-mail: timf@pdigm.com

C. Grantee address for W-9/Direct Deposit (if different from subsection B):

As required by IC §4-13-2-14.8, payments to the Grantee shall be made via electronic funds transfer in accordance with instructions filed by the Grantee with the Indiana Auditor of State.

19. Order of Precedence

Any inconsistency or ambiguity in this Grant Agreement shall be resolved by giving precedence in the following order: (1) requirements imposed by applicable federal or state law, including those identified in paragraph 22, below, (2) this Grant Agreement, (3) Exhibits prepared by the State, (4) Invitation to Apply for Grant; (5) the Grant Application; and (6) exhibits prepared by Grantee. All the foregoing are incorporated fully herein by reference.

20. Termination for Breach

A. Failure to complete the Project and expend State, local and/or private funds in accordance with this Grant Agreement may be considered a material breach, and shall entitle the State to suspend grant payments, and suspend the Grantee's participation in State grant programs until such time as all material breaches are cured to the State's satisfaction.

B. The expenditure of State or federal funds other than in conformance with the Project or the Budget may be deemed a breach. The Grantee explicitly covenants that it shall promptly repay to the State all funds not spent in conformance with this Grant Agreement.

21. Termination for Convenience

Unless prohibited by a statute or regulation relating to the award of the grant, this Grant Agreement may be terminated, in whole or in part, by the State whenever, for any reason, the State determines that such termination is in the best interest of the State. Termination shall be effected by delivery to the Grantee of a Termination Notice, specifying the extent to which such termination becomes effective. The Grantee shall be compensated for completion of the Project properly done prior to the effective date of termination. The State will not be liable for work on the Project performed after the effective date of termination. In no case shall total payment made to the Grantee exceed the original grant.

22. Federal and State Third-Party Contract Provisions

There are no federal funds provided by this Grant.

23. Provision Applicable to Grants with tax-funded State Educational Institutions: "Separateness" of the Parties.

The State acknowledges and agrees that because of the unique nature of State Educational Institutions, the duties and responsibilities of the State Educational Institution in these Standard Conditions for Grants are specific to the department or unit of the State Educational Institution. The existence or status of any one contract or grant between the State and the State Educational Institution shall have no impact on the execution or performance of any other contract or grant and shall not form the basis for termination of any other contract or grant by either party.

THE REMAINDER OF THIS PAGE HAS BEEN INTENTIONALLY LEFT BLANK.

Non-Collusion, Acceptance

The undersigned attests, subject to the penalties for perjury, that the undersigned is the Grantee, or that the undersigned is the properly authorized representative, agent, member or officer of the Grantee. Further, to the undersigned's knowledge, neither the undersigned nor any other member, employee, representative, agent or officer of the Grantee, directly or indirectly, has entered into or been offered any sum of money or other consideration for the execution of this Grant other than that which appears upon the face hereof. **Furthermore, if the undersigned has knowledge that a state officer, employee, or special state appointee, as those terms are defined in IC 4-2-6-1, has a financial interest in the Grant, the Grantee attests to compliance with the disclosure requirements in IC 4-2-6-10.5.**

Agreement to Use Electronic Signatures

I agree, and it is my intent, to sign this Contract by accessing State of Indiana Supplier Portal using the secure password assigned to me and by electronically submitting this Contract to the State of Indiana. I understand that my signing and submitting this Contract in this fashion is the legal equivalent of having placed my handwritten signature on the submitted Contract and this affirmation. I understand and agree that by electronically signing and submitting this Contract in this fashion I am affirming to the truth of the information contained therein. I understand that this Contract will not become binding on the State until it has been approved by the Department of Administration, the State Budget Agency, and the Office of the Attorney General, which approvals will be posted on the Active Contracts Database:

https://fs.gmis.in.gov/psp/guest/SUPPLIER/ERP/c/SOI_CUSTOM_APPS.SOI_PUBLIC_CNTRCT S.GBL

In Witness Whereof, Grantee and the State have, through their duly authorized representatives, entered into this Grant. The parties, having read and understood the foregoing terms of this Grant, do by their respective signatures dated below agree to the terms thereof.

Paradigm Alliance Inc

By: Tim Friesen

Vice President

Name and Title, Printed

Date: 4/23/20

Indiana Utility Regulatory Commission

James F Huston, Chairman

James F. Huston, Chairman

Date: April 23, 2020

<p><i>Tim Friesen</i></p>	<p>Electronically Approved by: Department of Administration</p> <p>By: _____ (for) Lesley A. Crane, Commissioner</p>
<p>Electronically Approved by: State Budget Agency</p> <p>By: _____ (for) Zachary Q. Jackson, Director</p>	<p>Approved as to Form and Legality: Office of Attorney General</p> <p><i>Form approval has been granted by the Office of the Attorney General pursuant to IC 4-13-2-14.3(e) on May 13, 2019. FA 19-16</i></p>

Exhibit A – Grant Application

Grantee Contact Information

1. **Name:** Tim Friesen
2. **Business Name (if applicable):** The Paradigm Alliance
3. **Phone number:** 316-554-9225
4. **Address for notices:** PO Box 9123, Wichita, KS 67277
5. **Address for W-9 and Direct Deposits:** PO Box 9123, Wichita, KS 67277
6. **Email:** timf@pdigm.com
7. **Company website (if applicable):** www.pdigm.com
8. **Alternate contact person, phone, and email (if applicable):** Rob Falconio, 316-214-1117, rob@pdigm.com

Metrics Information

9. **How did you learn about the UPP Account Fund?** Learned about it through the Damage Prevention Councils
10. **What is your current role in pipeline safety?** Paradigm provides public awareness and damage prevention compliance services to assist with the regulatory requirements of 49 CFR 192 and 195, as well as API RP 1162. Since 2001, the oil and gas industry has worked with us to fulfill public education and community awareness requirements. Our history of implementing public awareness programs and compliance services pre-dates API RP 1162. Most of the pipeline industry's large, mid-sized and small operators, as well as many local distribution companies, utilize our compliance services. In serving our clients, we perform full-scope compliance programs from audience identification through effectiveness measurement. Currently we send out 25 million targeted pipeline awareness messages and receives 250,000 stakeholder response surveys annually. The need to further promote the pipeline public awareness and safety message lead to our acquisition of SafetyComm Solutions (now Paradigm Liaison Services) in August of 2007. Paradigm Liaison Services LLC (PLS) currently executes over 1,000 Pipeline Safety Programs across the U.S. beginning in January and ending in November each year. These programs are part of an on-going effort to increase knowledge of how to work a coordinated emergency response effort regarding pipeline emergencies should a pipeline event occur. In addition, each program:
Raises key stakeholder awareness of pipelines in their communities and increase their understanding of the role pipelines play in transporting energy, in addition to supplementing pipeline operator's safety measures and contributing to reducing

the likelihood and potential impact of a pipeline event.

Raises awareness that while pipeline events are possible, pipelines are a safe mode of transportation.

Provides the steps stakeholders can take to prevent pipeline events through their awareness, pre-planning efforts and use of the One-Call System.

These efforts are accomplished by holding annual roundtable meetings with pipeline company representatives of a given state well in advance of the meetings. With our dedication to community safety through public awareness, we have developed strong relationships with many of the state one-call centers throughout the nation. As a partner in damage prevention, we have added the 811 logo to over 100,000,000 mailed or distributed communication pieces the past five years. Helping spread the safety and damage prevention messages of the one-calls and the industry.

In order to stay current with industry trends and advancements, we regularly sponsor, speak, attend and exhibit at conferences and tradeshows across the country. In 2017, we appeared at over 60 conferences and tradeshows in every region of the United States, ranging from fire training schools, technology conventions, pipeline regulator symposiums and damage prevention conferences. Our participation in these events allows us to create working relationships throughout the industry, so we may continue as a strong supporter in industry compliance efforts.

We work with Indiana Pipeline Awareness Association (INPAA) over the past seven years, implementing emergency response programs. We work with INPAA members to provide all logistics in outreach, training and documentation each year. In partnership with the association, we create each year's program based off their feedback and intended direction. Through our efforts with INPAA, over 34% of the invited emergency response agencies attend a program each year and it continues to increase. There has been an average of 2,400 responders attendees over the past three years. One of the larger attendance numbers we have seen based on quantity of meetings provided. Overall the members have been very pleased with our services that we have provided.

In conjunction with the INPAA meetings, we implement Excavator damage prevention meetings for pipeline operators. We host 20 meetings per year, inviting Excavators across Indiana to attend these free programs. The program covers all aspects regarding safe digging and damage prevention specific to Indiana. Indiana 811 also speaks about specific One Call laws and any state updates. On average, the program has 1,700 attendees per year. These programs provide the opportunity for Excavators to meet with pipeline operators in their area.

Paradigm is the nation's largest full-service provider of public awareness programs for pipeline operators. Simply put, Public Awareness and Pipeline Safety is all we do.

Grant Project Scope

11. **Under IC 8-1-26-24, the Underground Plant Protection Account is established to provide funding for programs established and administered by the commission as listed below. This project will be [please check at least one box]:**

- A public awareness program concerning underground plant protection.
- A training or educational program for contractors, excavators, locators, operators, and other persons involved in underground plant protection.
- An incentive program for contractors, excavators, locators, operators, and other persons involved in underground plant protection to reduce the number of violations of Ind. Code chapter 8-1-26.

12. **Please provide a detailed description regarding how your project will benefit the public by enhancing underground plant protection:** The intent of our request is to assist the Damage Prevention Council (DPC) with outreach to increase the participation in the monthly DPC meetings. Our outreach efforts should increase the awareness and exposure of the DPC's to the targeted audience. We will also prepare and submit grants for each DPC as needed.

13. **Please provide your target audience/demographics for this project:** Members of the Damage Prevention Councils – professional excavators, locators, local government

14. **Please provide a description of how your program's results will be measured to determine the value and relative effectiveness of your program:** DPC meetings are currently going on. We can determine targeted attendance for each DPC as an expected goal to exceed. We will be able to track the attendance of each DPC meeting to gauge effectiveness of the outreach process. Based on the outcome of the meetings and the feedback of each DPC will also determine effectiveness. The DPC's will assist in providing metrics for effectiveness. There has been consternation regarding the grant process by various individuals within DPC's though we have not had issues with the process. Our oversight of the grant process for the DPC's should make it much easier for them and more likely to make additional requests.

15. **Estimated start date for project:** May 1, 2020

16. **Estimated length of time for project:** 18 Months

17. **Please describe the specific details of your proposed project, including a schedule and/or milestones:** We plan to use the following methods to increase outreach: Excavators and contractors will be identified within the state of Indiana to target for marketing purposes including data provided by the DPC's. DPC specific information will be included within each communication vehicle (i.e. Mail packets, Emails, Phone calls). Mailed invitations will be distributed 4 weeks prior to each meeting date. Email invitations will be distributed 3 weeks prior to

each meeting date. RSVP email reminders will distribute one week prior to the meeting date. Phone calls will be made as needed to solicit attendance. Other means of outreach can be utilized such as social media as applicable. Our intent is to create a marketing campaign for the DPC's to follow. Our RSVP management will track registered individuals prior to each meeting. All potential attendees will be directed to an online RSVP site to preregister for the meeting. Registration will be available until 24 hours prior to the meeting. A roster and sign in sheet will be provided to the DPC for use during the meeting. By providing a consistent approach to the DPC outreach prior to the meeting should increase attendance to each meeting. Grant processing will be as needed or dependent on the needs of each DPC.

We will also assist each DPC with administrative duties such as sending out communications to DPC members, aiding with follow-up post meeting activities, providing information between DPC's, recommending and/or soliciting meeting speakers. Paradigm will provide a Point of Contact (POC) that will work directly with each DPC. Our POC will assist each DPC with weekly objectives as outlined and keep in constant communication. We will also be able to analyze how each DPC implements activities and provide feedback to all DPC's regarding possible improvements. Communication from each DPC will be key to the success of the program. Expectation to spend about 25 hours per week assisting the DPC's in this program.

We have been implementing these processes for every state we implement meetings for the past ten years. We are at an advantage as we already have processes in place to efficiently execute this project, while targeting the outreach to each DPC. Based on the direction of our assistance with the DPC, the majority of the work can be done from our corporate office in Wichita. Our POC would then attend meetings to provide personal contact and assist on site as needed.

	Milestones	Estimated Completion Date
1	Create monthly outreach for council meetings	6/1/2021
2	Prepare and submit grants as needed	6/1/2021
3	Provide month to month statistics and results	5/1/2021
4	Assess outreach implementation with DPC	8/1/2020
5	Review overall implementation of program	11/15/2020
6	Continue to review implementation of program	3/1/2021
7	Completion of program	6/1/2021
8	Click here to enter text.	Click here to enter a date.
9	Click here to enter text.	Click here to enter a date.
10	Click here to enter text.	Click here to enter a date.

Exhibit B – Project Budget

Instructions: Insert your project budget here. Your budget should be detailed and must include a total. Generally, claims shall be submitted to the IURC within 35 calendar days following the date the services were provided and claims may be submitted on a monthly basis only. If you are requesting payments in advance, you must provide the justification.

Total amount requested: \$ 62,000

Project Budget:

	Budget Item	Cost
1	Outreach and Administrative Assistance (Item 17)	\$ 25,000
2	Onsite Visits (10 Total)	\$ 20,000
3	Preparation, submission, distribution of grants	\$ 17,000
4	Click here to enter text.	\$ Click here to enter text.
5	Click here to enter text.	\$ Click here to enter text.
6	Click here to enter text.	\$ Click here to enter text.
7	Click here to enter text.	\$ Click here to enter text.
8	Click here to enter text.	\$ Click here to enter text.
9	Click here to enter text.	\$ Click here to enter text.
10	Click here to enter text.	\$ Click here to enter text.
	Total Cost	\$ 62,000

Description of Costs:

Outreach and administrative assistance as outlined in item 17 with the inclusion of costs to be onsite at various DPC meetings throughout the year. Initially there will be more frequent onsite visits with DPC's to acquaint and discuss communication strategies. Also to understand how each DPC meeting functions. Onsite visits will not need to be as frequent once our POC has an understanding of the DPC meetings and communication involved with each council. DPC leadership reached a consensus to implement the POC resources at this level of engagement for the duration of the pilot program, and further agreed to reassess; periodically, and at the conclusion of the program.

We would prefer to set a payment schedule for the project based on milestone dates instead of waiting until completion of services due to the length of the project.

- 1. Continued setup - \$15,000 (6/30/20)**
- 2. Continued Assessment - \$18,500 (9/1/20)**
- 3. Mid Year Assessment - \$18,500 (1/31/21)**
- 4. Project Completion - \$10,000 (5/30/21)**

EXHIBIT C -- Annual Financial Report for Non-governmental Entities

Guidelines for filing the annual financial report:

- 1) Filing an annual financial report called an Entity Annual Report (E-1) is required by IC 5-11-1-4. This is done through Gateway which is an on-line electronic submission process.
 - a. There is no filing fee to do this.
 - b. This is in addition to the similarly titled Business Entity Report required by the Indiana Secretary of State.
 - c. The E-1 electronic submission site is found at <https://gateway.ifionline.org/login.aspx>
 - d. The Gateway User Guide is found at <https://gateway.ifionline.org/userguides/E1guide>
 - e. The State Board of Accounts may request documentation to support the information presented on the E-1.
 - f. Login credentials for filing the E-1 and additional information can be obtained using the notforprofit@sboa.in.gov email address.
- 2) A tutorial on completing Form E-1 online is available at https://www.youtube.com/watch?time_continue=87&v=nPpqtPcdUcs
- 3) Based on the level of government financial assistance received, an audit may be required by IC 5-11-1-9.

Document Approval Status

SetID	STIND	Contract ID	000000000000000000042339
Supplier	PARADIGM ALLIANCE INC		

▼ **Review/Edit Approvers**

Agency Fiscal Approval

STIND/000000000000000000042339: **Approved**

Agency Fiscal Approval

Approved

✓ [Becerra, Mary-200](#)
Agency Fiscal Approval for SCM
04/23/20 - 3:38 PM

IDOA Approval

STIND/000000000000000000042339: **Approved**

IDOA Legal Approval

Approved

✓ [Redding, Sandra-061-Procq](#)
IDOA Legal Approval for SCM
04/26/20 - 1:52 PM

SBA Approval

STIND/000000000000000000042339: **Approved**

SBA Approval

Approved

✓ [Danielle M Joyce-00057](#)
SBA Analyst Approval for SCM
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