



Legislation Text

File #: 19-379, **Version:** 1

Report Prepared by: Frank Quintero, Director of Economic Development

SUBJECT: Approval of Professional Service Agreement Between the City of Merced and Chabin Concepts for On-Call Economic Development Services in the Not to Exceed Amount of \$50,000.00

REPORT IN BRIEF

Considers approving the terms and scope of services for a Professional Services Agreement with Chabin Concepts to provide on-call consulting services to the Office of Economic Development.

RECOMMENDATION

City Council - Adopt a motion approving the professional services agreement between the City of Merced and Chabin Concepts, Inc. for on-call economic development consulting services in the amount not to exceed \$50,000.00 and authorizing the City Manager or the Assistant City Manager to execute all the necessary documents.

ALTERNATIVES

1. Approve as recommended by staff; or
2. Approve, subject to conditions as specified by the City Council; or
3. Deny the request; or,
4. Refer back to staff for reconsideration of specific items as requested by the Council, or
5. Defer action until a specified date

AUTHORITY

Charter of the City of Merced, Section 200

CITY COUNCIL PRIORITIES

City of Merced Adopted Budget Fiscal Year 2019-2020, Section 7 - Economic Development - Mission - Keep Merced as the Center: Implement strategic actions that will have the most direct impact on improving the City of Merced's economic growth and which continues to build Merced's role as the region's center for education, medical services, industry, and professional/commercial services.

DISCUSSION

Staff has negotiated a Professional Services Agreement with Chabin Concepts to provide "on-call" economic development services to the Office of Economic Development staff (Attachment 1.) The cost for Chabin Concepts' services is not to exceed \$50,000.00.

Chabin Concepts provides strategic actions to business attraction and retention, and has assisted staff with coordinating trade show and marketing missions, and securing appointments with site

consultants, industrial developers, and others involved with influencing industrial site location decisions. During the term of the proposed Professional Services Agreement, Chabin Concepts will advise staff on the Opportunity Zone program, Downtown Revitalization efforts, and current Site Consultant industrial trends and practices. Chabin Concepts is a familiar name in the Governor's Office of Economic and Business Development, and has an outstanding working knowledge of the California Competes and Employment Training Panel programs

As staff proceeds with expanding the City's base of industrial land to develop, seeks ways to expand Downtown Merced's parking supply, and updates the Certified Economic Development Strategy, Chabin Concepts will assist staff with packaging and presenting projects to the Economic Development Administration. When called upon, Chabin Concepts provides one-on-one business advising concerning California's Investment and workforce development programs.

Chabin Concepts is part of an economic development consultant network that has excellent contacts with industrial site location decision makers, expertise in downtown revitalization, retail development and recruitment, and placemaking. Chabin Concepts' network include companies such as DSG Advisors (site consultant), Kate McEnroe Consulting (workforce development), and Mary Bosch Consulting (downtown and retail development.)

Chabin Concepts economic development consultant network provides the Merced Office of Economic Development with a toolbox of professionals to support and supplement staff's efforts.

Chabin Concepts has supported staff in its industrial outreach efforts, responding to industrial leads, retail targeting, identifying land areas for industrial development, and has introduced staff to key corporate development officials.

IMPACT ON CITY RESOURCES

Funds to pay for the Professional Services Agreement with Chabin Concepts will come from Fund 2002, Economic Development, Line 001-2002-579-17-00.

ATTACHMENTS

1. Professional Services Agreement for FY 19-20