

IN THE CITY COUNCIL OF THE CITY OF SAN LEANDRO

**RESOLUTION NO. 2023-**

**RESOLUTION OF THE CITY OF SAN LEANDRO CITY COUNCIL TO APPROVE AND AUTHORIZE THE CITY MANAGER TO EXECUTE A CONSULTING SERVICES AGREEMENT WITH STRATEGIC ECONOMICS FOR PRODUCTION OF THE ECONOMIC DEVELOPMENT STRATEGY FOR \$120,000 AND TO NEGOTIATE AND APPROVE CUMULATIVE CONTRACT AMENDMENTS UP TO 25% OF THE CONTRACT AMOUNT FOR A TOTAL NOT TO EXCEED AMOUNT OF \$150,000**

**WHEREAS**, in 2016, the City Council approved the Economic Development Element of the General Plan; and

**WHEREAS**, since 2016, there have been dramatic shifts in the market that underpin economic development – including changes in financial, demographic, technology, social, and real estate trends – all of which create the need to update the City’s economic development strategy; and

**WHEREAS**, on July 5, 2023, the City issued a competitive Request for Qualifications (RFQ) process that resulted in 11 consulting teams submitting their qualifications and proposed approach for the development of an Economic Development Strategy; and

**WHEREAS**, after careful review of all submittals, including interviews with the top six consulting firms, the team led by Strategic Economics was selected as the top-scoring consulting team; and

**WHEREAS**, the City Council desires to enter into a consulting services agreement with Strategic Economics to perform the analysis, community outreach, stakeholder engagement, and production of the Economic Development Strategy; and

**WHEREAS**, funding for this Consulting Services Agreement is available using the City of San Leandro’s existing allocation of American Rescue Plan Act (ARPA) funds; and

**WHEREAS**, Strategic Economics has agreed to the terms of the contract pending Council approval; and

**WHEREAS** the City Council is familiar with the contents of the agreement; and

**WHEREAS**, the City Manager recommends approval of said agreement.

**NOW, THEREFORE**, the City of San Leandro City Council does **RESOLVE** as follows:

1. That the not to exceed amount is approved and the City Manager is hereby authorized to negotiate and enter into a Consulting Services Agreement with Strategic Economics in an amount of \$120,000 for the production of the City’s Economic Development Strategy; and
2. That the City Manager or her designee is hereby authorized to make non-substantive revisions to the Consulting Services Agreement, subject to the approval of the City Attorney as to form; and

- 3. That the City Manager or her designee is hereby authorized to negotiate and approve cumulative amendments to the contract amount, up to a maximum of 25% of the original contract amount, in an amount not to exceed \$150,000.

Introduced by Councilmember \_\_\_\_\_ and passed and adopted this 18<sup>th</sup> day of September 2023, by the following vote:

AYES:

NOES:

ABSENT:

ATTEST:

\_\_\_\_\_  
Kelly B. Clancy, CMC  
City Clerk

DRAFT