County of Fresno

Hall of Records, Rm. 301
2281 Tulare Street
Fresno, California
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Legislation Details (With Text)

File #:	18-0744	**Name:**	Agreement with the Economic Development Corporation
		In control:	Board of Supervisors
On agenda:	8/7/2018	**Final action:**	8/7/2018
Enactment date:		**Enactment #:**	Agreement No. 18-442

Title: Make a finding that it is in the best interest of the County to suspend the competitive bid process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances for a focused Opportunity Analysis; approve and authorize the Chairman to execute an agreement with the Economic Development Corporation to identify specific properties that have development opportunities along key transportation corridors within Districts 1, 4 and 5, effective upon execution through June 30, 2019, total not to exceed $80,500; and, approve the use of Board of Supervisors District 1, 4 and 5 funds for these expenditures per Administrative Policy No. 75

Sponsors:

Indexes:

Code sections:

Attachments: 1. Agenda Item, 2. Agreement A-18-442 with Economic Development Corp., 3. AP #75 Legal Review and Determination Forms, 4. Suspension of Competition Form PD-47, 5. Additional Information

Date	Ver.	Action By	Action	Result
8/7/2018	1	Board of Supervisors	Approved as Recommended	Pass

DATE: August 7, 2018

TO: Board of Supervisors

SUBMITTED BY: Ernest Buddy Mendes, District 4, County of Fresno
Nathan Magsig, District 5, County of Fresno

SUBJECT: Agreement with the Economic Development Corporation

RECOMMENDED ACTION(S):

1. **Make a finding that it is in the best interest of the County to suspend the competitive bid process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances for a focused Opportunity Analysis.**

2. **Approve and authorize the Chairman to execute an agreement with the Economic Development Corporation to identify specific properties that have development opportunities along key transportation corridors within Districts 1, 4 and 5, effective upon execution through June 30, 2019, total not to exceed $80,500.**

3. **Approve the use of Board of Supervisors District 1, 4 and 5 funds for these expenditures per Administrative Policy No. 75.**

ALTERNATIVE ACTION(S):

Your Board could opt not to approve the recommended actions.

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SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

The Districts' request to waive the competitive bidding process is consistent with Administrative Policy No. 34 as the EDC is the ongoing expert in the economic development of Fresno County, and as such, the EDC is the only vendor suited to provide the specific services and economic development objectives of Fresno County. The Internal Services Department - Purchasing concurs with the Districts' request to waive the competitive bidding process.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum cost of the recommended agreement ($80,500) will be funded as follows:

District 1	$23,000
District 4	$30,000
District 5	$27,500

Sufficient appropriations are included within Org 0110 Departments 01100101, 01100104 and 01100105 FY 2018-19 Recommended Budgets.

DISCUSSION:

With an increase in recent economic activity, it is recognized that Fresno County has experienced a decline in available shovel ready industrial and commercial land, thus limiting the EDC, Fresno County, and its respective cities from attracting additional job-generating industrial and commercial projects, particularly within close proximity to premier highway corridors. Therefore, at the request of District 1, 4 and 5 (Supervisors Pacheco, Mendes and Magsig), the EDC has assembled a team of experts in the field of economic development, corporate site selection, infrastructure finance, and market analysis, to work alongside EDC staff in developing a focused "Opportunity Analysis". The project goal is to work with rural communities along key transportation corridors to identify specific catalyst properties that have development opportunities and outline the steps needed to make these sites "shovel-ready" for development, allowing the EDC, County of Fresno and participating cities to market to target industries.

The framework revolves around bringing into line three key elements: Real Estate, Corridor Attributes and Industry Clusters. This framework will guide identification of the geographic areas and specific properties in each city that hold the greatest potential for economic shifting investments. In addition, the analysis will evaluate infrastructure financing tools such as an enhanced infrastructure financing district.

As the portfolio of sites along Highway 99 will include industrial, commercial, office and possibly retail, engagement with each community will be critical to the outcome.

Per Administrative Policy Number 75, this item was submitted to County Counsel for review and approval. On May 30, 2018, June 1, 2018, and July 30, 2018, County Counsel determined that the foregoing is a legal expenditure of public funds and it must be brought before your Board for approval of the expenditure.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement
On file with Clerk - AP #75 Legal Review and Determination Forms
Suspension of Competition Form PD-47