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Planning and Development Department  
Jennifer Clark, AICP, Director

## MEMORANDUM

**DATE:** June 1, 2023

**TO:** GEORGEANNE WHITE, City Manager  
Office of the Mayor & City Manager

**FROM:** PHIL SKEI, Assistant Director

**SUBJECT: UNIQUELY QUALIFIED SERVICES CONTRACT WITH eProperty Innovations, LLC, TO PROVIDE PROFESSIONAL CONSULTANT SERVICES FOR THE CREATION OF A LAND BANK**

The purpose of this Memorandum is to request authorization to forego the City's standard Request for Proposal (RFP) process for contractors, set forth in Administrative Order 6-28, so the Office of the Mayor and City Manager may request that City Council award a contract for services to eProperty Innovations, LLC, as uniquely qualified to provide professional consultant services for the planning and development of the land bank operational framework.

The City's objective in creating a land bank is to purposefully acquire real property and land that will be available for reuse in the advancement of community and economic development in targeted areas as outlined in the Housing Element of the 2035 General Plan and the City's One Fresno Housing Strategy. The City's land bank is set to be the first municipal land bank in California.

Recognized for its' domain expertise on land banks and land banking, and currently working with 37 land banks across the U.S., eProperty Innovations, LLC is an experienced and qualified resource for these services. With over 20 years of experience, General Manager Brian White is recognized as a national expert on land banks and land banking and has the relevant knowledge and proven experience in the planning and development of land bank operational framework. In response to a request from our office, eProperty Innovations, LLC has agreed to provide consultant services for the creation of the City's land bank. The team visited the City of Fresno and met with stakeholders helping us shape a proposed scope and timetables for City to achieve its goal of establishing a municipal land bank.

The Consultant Services Agreement, if approved, would allow for up to \$79,580 to be spent to obtain the necessary professional consultant services.

No other organization has the knowledge, experience, and readiness to provide these services to the City in the requested timeframe. Therefore, staff seeks to forego the RFP process set forth in Administrative Order 6-28 to award a contract for professional consultant services to

**MEMORANDUM**

Office of the Mayor and City Manager

Subject: Uniquely Qualified Services Contract

Date: May 30, 2023

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eProperty Innovations, LLC, for the creation of the City's land bank.

If you have any additional questions, or require additional information and data, please do not hesitate to contact me at 559-621-8012.



\_\_\_\_\_ Approve \_\_\_\_\_ Denied

A handwritten signature in blue ink, appearing to read 'G. White', is written over the line.

Georgeanne White, City Manager

A handwritten date '6/20/23' in blue ink is written to the right of the signature.

\_\_\_\_\_  
Date