



October 24, 2022

MEMORANDUM

TO: Georgeanne A. White, City Manager

RE: Uniquely Qualified Finding/Sole Source Justification

The Economic Development Department (EDD) serves as the economic development agency for the City of Fresno, and concurrently maintains external contracts to accentuate efforts with non-government organizations. Historically, the City of Fresno ("CITY") has maintained a contract with the Fresno County Economic Development Corporation ("FCEDC") for additional economic development services within the CITY's jurisdiction and larger regional/national economy. A general search of services in the local area indicates that there is no other entity providing commensurate services at the time of this request.

A closer examination of the FCEDC indicates that in the past year, they provided economic development services for the following entities: City of Clovis, City of Coalinga, City of Firebaugh, City of Fowler, City of Fresno, City of Kerman, City of Kingsburg, City of Mendota, City of Orange Cove, City of Parlier, City of Reedley, City of San Joaquin, City of Sanger, City of Selma, County of Fresno, Five Cities Joint Power Authority, and the Fresno County Department of Social Services. Those economic development services included responding to seventy (70) site selection leads, and eighteen (18) requests for information in the seventeen (17) jurisdiction area.

As indicated above, no other economic entity represents such a broad swath of the regional economy. Therefore, in light of the demonstrated representative capacity, and a lack of any other organization appearing to be able to fill this broader role, FCEDC presents unique services lending themselves to a sole source determination.

Approve:  _____

Deny: _____

A handwritten signature in blue ink, appearing to read "Lance Lippincott".

Respectfully submitted,

Lance Lippincott
Economic Development Director