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Title: RESOLUTION - Authorizing the City Manager to execute an agreement with the Economic Development Corporation Serving Fresno County for continued Business Support Consulting Services for impacted businesses.

Sponsors: Planning and Development Department

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Attachments: 1. EDC Resolution.pdf, 2. EDC Consulting Services Contract.pdf, 3. HSR Business Support Program Client Activity and Projections Summary for 2018/19, 4. COF/CHSRA Budget for 3/1/18 through 12/31/19

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REPORT TO THE CITY COUNCIL

July 26, 2018

FROM: JENNIFER CLARK, AICP, Director
Development & Resource Management

THROUGH: MIKE SANCHEZ, AICP, Assistant Director
Development Services Division

BONIQUE EMERSON, AICP, Planning Manager
Development Services Division

BY: RALPH KACHADOURIAN, Supervising Planner
Development Services Division

SUBJECT

RESOLUTION - Authorizing the City Manager to execute an agreement with the Economic Development Corporation Serving Fresno County for continued Business Support Consulting Services for impacted businesses.

RECOMMENDATION

Staff recommends the City Council adopt the attached resolution authorizing the City Manager to

execute a new agreement between the City of Fresno and the Economic Development Corporation Serving Fresno County (EDC) for continued Business Support Consulting Services to impacted businesses in the amount of \$462,400.00 as budgeted under the new contract between the City of Fresno and the California High Speed Rail Authority, Agreement No. HSR17-14.

EXECUTIVE SUMMARY

On June 30, 2013, the City entered into a separate business support services consulting contract with the EDC that was supported through funding by the California High Speed Rail Authority (CHSRA) to provide outreach and liaison services to those businesses being partially and fully displaced by the High Speed Rail project. Since that time, the EDC has been providing services to affected businesses with site selection assistance on available parcels and sites for relocation, facilitating these businesses to remain in our city, and highlighting opportunities for their business growth and expansion. The current EDC consulting agreement with extensions (2015 and 2017) expired on June 30, 2018, and a new agreement will allow their continued support services through December 31, 2019.

On February 8, 2018, the City Council granted authorization to the city manager to enter into a contract with the CHSRA to provide funding of approximately \$1.6 million for continued services under the City's High Speed Rail Impacted Business Assistance Program through December 31, 2019. This new contract agreement with the CHSRA; HSR17-14, will allow the City to enter into a new business support services consulting agreement with the EDC in the budgeted amount of \$462,400.00. The term period of HSR17-14 is March 1, 2018 or upon approval by the Department of General Services (CHSRA), whichever is later, through December 31, 2019. The new EDC agreement will coincide with the signed date by the CHSRA of HSR17-14 and their services can commence upon the City receiving a Notice to Proceed from the Authority.

BACKGROUND

Through the partnership established between the City, the CHSRA Central Valley Division, and the EDC, the High-Speed Rail Impacted Business Assistance Program has been very successful at ensuring those businesses impacted either directly or indirectly by the High Speed Rail project are being assisted satisfactorily so that they remain viable within our community. With a dedicated team of staff from the City and the EDC, a very high level of customer service has been provided to the property owners and businesses impacted by the High Speed Rail project who need to reconfigure their existing sites or relocate their businesses to other parcels in an expeditious manner, all while ensuring that everything is being done to support, retain and/or relocate impacted businesses within the City of Fresno.

Since 2013, the EDC identified 234 businesses within the city limits directly impacted by the High Speed Rail project, with approximately forty-seven remaining businesses that still require some level of assistance. There may also be additional secondary impacted businesses not yet identified which may be indirectly impacted due to road closures/realignments, overcrossings and underpass construction activities, and additional land acquisitions due to HSR project design changes. The services currently being provided by the City and EDC include:

- Outreach to and providing liaison services between the impacted businesses and the CHSRA and its Contractors to help simplify the relocation process.
- Providing guidance to impacted businesses, property owners and their agents on all aspects

of the development review process including zoning, land use, public utilities and infrastructure information and reviews; building/grading permits and reviews with other city departments and outside agencies.

- Connecting impacted businesses with private and governmental entities committed to responding to the needs of the business.
- Highlighting opportunities for business growth and expansion
- Providing a referrals data base of professional services via case management.
- Conducting weekly meetings on the activity status of the impacted businesses.
- Ensuring that displaced businesses impacted are relocated within the City of Fresno.
- Expediting “no fee” entitlement processing (Site Plans, Conditional Use Permits)
- Fast-tracking permits
- Providing relocation planning assistance (zoning and land use planning information)
- Expedited Inspections for accelerated occupancies

The recommended Council action will continue the successful efforts by the EDC of the HSR Impacted Business Support Services Program.

ENVIRONMENTAL FINDINGS

By the definition provided in the California Environmental Quality Act (CEQA) Guidelines Section 15378, this item does not qualify as a “project”; therefore it is exempt from the CEQA requirements.

LOCAL PREFERENCE

Local preference was not considered because this item does not include a bid or award of a construction or service contract.

FISCAL IMPACT

The requested Council authorization will not have an impact to the General Fund as all funding for business support consulting services by the EDC through the HSR Impacted Business Assistance Program will be provided by the CHSRA.

Attachments:

EDC Resolution

EDC Consulting Services Contract

HSR Business Support Program Client Activity and Projections Summary for 2018/19

COF/CHSRA Budget for 3/1/18 through 12/31/19