



Recommendation for Action

File #: 23-2270, **Agenda Item #:** 41.

7/20/2023

Posting Language

Authorize amendments to seven contracts for continued services to support the execution of economic development initiatives tied to specific reposition properties consulting with Brailsford & Dunlavey, Inc.; Economic & Planning Systems, Inc.; Hayat Brown LLC; HR&A Advisors, Inc.; Hunden Strategic Partners; Jones Lang LaSalle Americas, Inc.; Robert Charles Lesser & Co, LLC d/b/a RCLCO; and The Concourse Group; to increase the amount by \$2,800,000 for revised total contract amounts not to exceed \$3,600,000, divided among the contractors.

[Note: These contracts were reviewed for subcontracting opportunities in accordance with City Code Chapter 2 -9C (Minority Owned and Women Owned Business Enterprise Procurement Program). For the services required for these contracts, there were no subcontracting opportunities; therefore, no subcontracting goals were established].

Lead Department

Financial Services Department.

Client Department(s)

All City Departments.

Fiscal Note

Funding in the amount of \$300,000 is available in the Fiscal Year 2022-2023 Operating Budget of various City departments. Funding for the remaining contract term is contingent on available funding in future budgets.

Purchasing Language:

Contract Amendments.

Prior Council Action:

March 3, 2022 - Council approved the original contracts on a 10-0 vote with Mayor Adler absent.

For More Information:

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: FSDCentralProcurementRCAs@austintexas.gov or [512-974-2500](mailto:FSDCentralProcurementRCAs@austintexas.gov).

Additional Backup Information:

The proposed amendments are for continued services to provide deal structuring, negotiation, and related services to support the repositioning of City owned property, professional market and targeted industry analysis, and incentive policy development and/or administration. The increased authorization will allow for continued support of Council priorities related to the Mueller Redevelopment and the Colony Park Sustainable Community. The Economic Development Department is seeking additional authority to also carry out the next phases of work to reposition key City-owned parcels with an emphasis on delivering Council priorities, such as affordable housing and commercial space, and advance initiatives around small business, creative industry

support, and preservation of important cultural assets such as the African American Cultural Heritage Facility.

Additionally, the requested authority under these contracts would support the delivery of Council priorities lead through other departments in alignment with the existing scope of work and bench of consultant expertise. Complex assignments could include analyzing public-private partnership opportunities to advance the Austin Convention Center Expansion, planning for the equitable growth of Northeast Austin per Resolution No. 20201112-043, and planning for future City facility needs. Skilled expertise from the consultants is essential to augment the time and talent of City staff to bring about equitable development in Austin's dynamic market.

The scope of work under these contracts would remain the same. The contractors will provide their expertise and qualifications to assist along these four main lines of program delivery:

- Category 1 - Real Estate reuse planning, due diligence, and procurement strategy.
- Category 2 - Public-Private and Public-Public Partnership (P3) partner acquisition strategy, deal structuring and transaction negotiation analysis and advisement.
- Category 3 - Incentive policy development, analysis and administration for real estate gap financing or other incentive programs.
- Category 4 - Targeted industry analysis, economic impact analysis and strategy development.

The requested increased authority is based on historical spending and departmental estimates of future needs. If contract authority is not increased the City will be significantly limited in meeting timely delivery of complex Council-approved projects.

Contract Detail:

<u>Contract Term</u>	<u>Length of Term</u>	<u>Current Contract Authorization</u>	<u>Requested Additional Authorization</u>	<u>Revised Total Authorization</u>
Initial Term	3 yrs.	\$800,000		\$ 800,000
Proposed Amendment			\$2,800,000	\$2,800,000
TOTAL	3 yrs.	\$800,000	\$2,800,000	\$3,600,000

Note: Contract Authorization amounts are based on the City's estimated annual usage.