



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY MANAGER

File #: 16-514

Board Meeting Date: 9/12/2017

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: John L. Maltbie, County Manager
Subject: Amendment to the agreement with Maurice Robinson & Associates for services in connection with the potential development of a hotel at the San Mateo County Event Center

RECOMMENDATION:

Adopt a resolution authorizing the President of the Board of Supervisors to execute an amendment to the agreement with Maurice Robinson & Associates for services in connection with the potential development of a hotel at the San Mateo County Event Center.

BACKGROUND:

The County is owner of the approximately 47 acre parcel located at 2495 S. Delaware Street in the City of San Mateo; also known as San Mateo County Assessor's Parcel Number 040-030-220 ("Property"). The Property serves as the San Mateo County Event Center and is managed by the San Mateo County Exposition and Fair Association. While the Property hosts regularly scheduled events, including the San Mateo County Fair and Maker's Faire, portions of the Property are underutilized and could support further development.

On February 11, 2016, the County executed an agreement with Maurice Robinson & Associates ("MRA") for services in connection with the potential development of a hotel on the Property. Due to recent development projects in the vicinity of the Property, a hotel on the Property could offer a much-needed regional amenity. As part of the scope of work, MRA will assist the County in the drafting of a Request for Qualifications and Request for Proposals for hotel developers. MRA will also assist in the evaluation of submitted proposals and interviewing of firms to identify the most qualified developer.

The Agreement was initially for a term to expire on January 31, 2017 and for an amount not to exceed \$63,500. On December 16, 2016, County and MRA executed a Second Amendment to the Agreement to extend the term through December 31, 2017.

DISCUSSION:

Due to MRA's history of fostering public-private partnerships for the successful development of hotels

on public lands in California, the County contracted with MRA to provide assistance in the solicitation and evaluation of qualified developers for a hotel on the Property. Throughout the term of the Agreement, MRA has provided essential guidance in the drafting of a Request for Qualifications as well as the evaluation of qualified hoteliers.

As the process for selecting the most qualified developer for a hotel on the Property is extensive and complex, MRA is about to exceed the “not to exceed amount” of \$63,500 established in the Agreement. The proposed amendment will bring the new “not to exceed amount” to \$138,500; exceeding the \$100,000 dollar threshold requiring Board of Supervisors approval. Further, the amendment to the agreement will extend the term of the agreement to June 30, 2018.

The amendment to the Agreement will allow MRA to assist the County through the Request for Proposals process and to select the most qualified developer for a hotel on the Property. MRA will also be able to assist the County in the negotiations and drafting of agreements with a selected developer.

County Counsel has review and approved the resolution and amendment as to form.

Approval of this resolution contributes to the Shared Vision 2025 outcome of a Prosperous Community by advancing the plans to develop a hotel on County-owned property.

FISCAL IMPACT:

The Net County Cost of the amendment to the agreement, totaling \$75,000, will be appropriated from Non-Departmental Reserves.