



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY MANAGER

File #: 18-651

Board Meeting Date: 8/7/2018

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 extending the term through June 30, 2019.

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 has assisted the County in the drafting of a Request for Qualifications and Request for Proposals for hotel developers. MRA will also to 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, the County and MRA executed a Second Amendment to the Agreement to extend the term through December 31, 2017. On September 12, 2017, the County and MRA executed a Third Amendment to the Agreement, increasing the budget to a total not-to-exceed amount of \$138,500, and extending the term to June 30, 2018.

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.

The proposed amendment will allow for MRA to continue its work in assisting the County in the potential development of a hotel at the San Mateo County Event Center. It will extend the term of the Agreement for an additional year, to June 30, 2019. The total not-to-exceed amount will remain unchanged.

The resolution contains the County's standard provision allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate).

County Counsel has reviewed 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:

There is no fiscal impact associated with the amendment to the agreement, as the not- to-exceed amount of the contract remains unchanged.