



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY MANAGER

File #: 18-809

Board Meeting Date: 9/4/2018

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: John L. Maltbie, County Manager
Subject: Amendment to the Agreement with ebernsconsulting, LLC 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 ebernsconsulting, LLC 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 Makers' Faire, portions of the Property are underutilized and could support further development.

On August 16, 2016, the County executed an Agreement with ebernsconsulting, LLC ("Contractor") 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, Contractor will continue to assist in the evaluation of submitted proposals for the project, developing transaction-related documents, and assisting with the processing of the project.

The agreement was initially for a term through December 30, 2017 and for an amount not to exceed \$90,000. The County and Contractor now desire to amend the Agreement to extend the term through December 31, 2019 and to increase the maximum amount payable by \$50,000, to an amount not to exceed \$140,000.

DISCUSSION:

Due to Contractor's history of fostering public-private partnerships for the successful development of hotels and other projects on public lands in California, the County contracted with Contractor to

provide assistance in the solicitation and evaluation of qualified developers for a hotel on the Property. Throughout the term of the agreement thus far, Contractor has provided essential guidance in the drafting of a Request for Qualifications and a Request for proposals, as well as the evaluation of qualified hotel developers. The County would continue to benefit from Contractor's continued services as the County works with potential developers to negotiate terms of a development proposal and to pursue project entitlements.

The proposed amendment will extend the term of the agreement through December 31, 2019 and will increase the total amount payable under the Agreement by \$50,000, to an amount not to exceed \$140,000.

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 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 amount of the agreement is increasing by \$50,000 to a net not to exceed amount of \$140,000. Funding is included in the Non-Departmental FY 2018-19 Adopted Recommended Budget. This entire contract is Net County Cost.