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**SUBMITTED BY:** Jennifer Smith, Community Services & Economic Development Director

**MANAGEMENT TEAM REVIEW:** Ana Urquijo, City Manager

**FOCUS AREA:** Strengthen Trade and Commerce

**ORGANIZATIONAL IMPROVEMENTS:** Economic Development

**SUBJECT:** **BID AWARD to CARDON DEVELOPMENT GROUP for PUBLIC-PRIVATE PARTNERSHIP for CONSULTING on FUTURE ECONOMIC DEVELOPMENT INITIATIVES.**

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**EXECUTIVE SUMMARY:**

In early May, the City of Douglas issued a Request for Qualifications (RFQ) seeking submissions of qualifications from interested multi-disciplined and qualified private entities interested in a Public Private Partnership (P3) for consultation on future economic development and investment opportunities.

Cardon Development Group, LLC (CDG), in partnership with Chicanos Por la Causa (CPLC), have responded with a visionary P3 proposal aimed at transformative and sustainable economic development for Douglas. Such partnerships are crucial in efficiently leveraging resources from both public and private sectors to achieve more innovative outcomes.

**BACKGROUND:**

CDG and CPLC have a track record of successful collaborations and a deep understanding of the unique potential of Douglas. Their ambitious initiative is designed to boost economic activity and preserve the distinct personality and community values of Douglas.

CDG proposes a six-month strategic planning phase to develop an economic development master plan and form a Direct Development Agreement. The process encompasses:

- 1. Agreement execution and selection** **July 2023**
- 2. City Council/Staff Workshop to:** **August 2023**
  - a. Orient Council members on the P3 initiative
  - b. Update on market trends and potential impacts
  - c. Detail roles, objectives, and key deliverables
  - d. Discuss the city's needs and limitations
  - e. Engage in a comprehensive Q&A session
  - f. Establish consensus on the strategic plan and
- 3. Follow-up Council Workshop to:** **October 2023**
  - a. Unveil partnerships and progress made
  - b. Share preliminary plans, budgets, and required public investments
  - c. Determine 'next steps'
- 4. Finalize and present the strategic plan** **December 2023**

This P3 proposal, based on an integrated and collaborative approach, positions Douglas for substantial economic growth while ensuring community needs and intentions are at the forefront of the strategic plan.

**DISCUSSION:**

Staff recommend accepting the proposal submitted by Cardon Development Group, LLC and CPLC and enter into negotiations for a partnership agreement contract.

**FISCAL IMPACT:**

The fiscal impact will be determined as the details of the Direct Development Agreement are established.

**Fiscal Year:** 2023/2024

**Amount Requested:** n/a

**Budgeted:** n/a

**Account (s):**

**“...I MOVE THAT THE MAYOR AND COUNCIL APPROVE THE BID AWARD TO CARDON DEVELOPMENT GROUP, LLC AND CPLC TO ENTER INTO A PUBLIC-PRIVATE PARTNERSHIP FOR CONSULTATION ON FUTURE ECONOMIC DEVELOPMENT INITIATIVES.”**