

**SUBMITTED BY:** Luis Pedroza, Deputy City Manager

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

**FOCUS AREA:** Other / NA

**ORGANIZATIONAL  
IMPROVEMENTS:**

**SUBJECT:** **BID AWARD** of Request for Qualifications for Economic Development Consulting Services to **RAMIREZ ADVISORS INTER-NATIONAL, LLC.**

**EXECUTIVE SUMMARY:**

The city issued a Request for Qualifications (RFQ) for Economic Development Consulting Services seeking qualified firms to provide expertise in building and strengthening partnerships in Mexico, attracting and recruiting enterprises, identifying business venture investments, marketing signature events, expanding access to affordable housing, facilitating effective intergovernmental relations with US and Mexico and supporting other economic development activities.

**BACKGROUND:**

The RFQ process, as authorized by state statute, allows professional services firms to be evaluated solely on their qualifications without requesting or considering pricing as part of the solicitation. The city previously awarded this contract to Clever International Solutions and is currently under contract with that firm.

The city received a response from Ramirez Advisors Inter-National, LLC (RAIN) which would allow the contract to be held directly by the city. As Mayor and Council are aware, the Douglas Regional Economic Development Corporation (DREDC) currently holds the contract with RAIN. The city has an MOU with DREDC to pay a portion of the cost, with the Douglas IDA also contributing funding. This partnership has allowed multiple stakeholders to participate in the Port of Entry Two-Port Solution project.

With DREDC no longer active and not holding meetings, this presents an opportunity to bring the RAIN contract directly under the city while continuing the funding partnership with the IDA. In accordance with city procurement rules, the city must conduct a competitive RFQ process. The bid submitted by RAIN met all requirements, and the evaluation scores are attached.

RAIN has been instrumental in the development of the Two-Port Solution Project. Since 2019, the city, DREDC and the IDA have worked collaboratively to bring this project to fruition. Staff recommends continuing to work with RAIN to support U.S.-Mexico relations as the city navigates projects on both sides of the border. It is critical that the city continue coordination with Mexico to support their commitments related to funding and project implementation, leveraging the advocacy and relationships established through RAIN.

**DISCUSSION:**

Staff recommend award to RAIN. The award will allow staff to formally request pricing proposals for the services outlined in their submission.

**FISCAL IMPACT:**

None.

**Fiscal Year:** 2025/2026

**Amount Requested:**

**Budgeted:** Y / N

**Account (s):**

**“...I MOVE THAT THE MAYOR AND COUNCIL APPROVE THE BID AWARD TO RAMIREZ ADVISORS INTER-NATIONAL, LLC. FOR ECONOMIC DEVELOPMENT CONSULTING SERVICES.”**