

SUBMITTED BY: Luis Pedroza, Deputy City Manager

MANAGEMENT TEAM REVIEW: Ana Urquijo, City Manager

FOCUS AREA: Other / NA

ORGANIZATIONAL IMPROVEMENTS:

SUBJECT: REQUEST for QUALIFICATIONS for ECONOMIC DEVELOPMENT CONSULTING SERVICES BID AWARD.

EXECUTIVE SUMMARY:

The city put out a bid for Economic Development Consulting Services seeking qualified economic development 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 Request for Qualifications process as per state statute allows professional services firms to bid on a proposal and to be evaluated solely on their qualifications and not request or consider price in the solicitation. The city received 2 bids from Clever International Solutions and Dalberg. Both bidders are qualified bidders based on meeting the solicitation requirements. Both firms provide acceptable but different approaches to achieving the work and provide their different areas of expertise and references of previous successful projects.

City staff evaluated the two firms based solely on qualifications using the attached evaluation forms. Clever scored slightly higher than Dalberg, however, both firms bring something different to the table. Clever is able to provide a more immediate solution that we are seeking with the new commercial POE by capitalizing on the current opportunities around that. Dalberg presents a more long-term strategic effort into affordable housing and other economic development initiatives.

DISCUSSION:

Staff recommends awarding the bid to both Clever and Dalberg and to begin negotiations with each firm. The award allows staff to request proposals with pricing for their services. At that time, the city will evaluate the proposals and present the best solution that works best for the city.

FISCAL IMPACT:

None.

Fiscal Year: 2024/2025

Amount Requested:

Budgeted: Y / N

Account (s):

“...I MOVE THAT THE MAYOR AND COUNCIL APPROVE THE BID AWARD TO CLEVER INTERNATIONAL SOLUTIONS AND DALBERG FOR ECONOMIC DEVELOPMENT CONSULTING SERVICES.