



## City of Needles, California Request for City Council Action

☒ CITY COUNCIL ☐ NPUA

☒ Regular ☐ Special

**Meeting Date:** May 13, 2025

**Title:** Adopt Resolution 2025-23, Accepting One-Year TeamCalifornia Membership Scholarship and Acknowledging Economic Development Partnership with FHLBank San Francisco

**Background:** TeamCalifornia is a statewide nonprofit organization that promotes economic development, business attraction, and strategic investment across California. The group consists of public agencies, cities, counties, and private-sector partners, and is active in attending national trade shows, engaging site selectors, and marketing the economic potential of California communities.

The City of Needles has been awarded a one-year membership scholarship through TeamCalifornia's Community Scholarship Program, funded by the AHEAD Grant from FHLBank San Francisco. This opportunity provides the City with full membership access—valued at \$2,500—at no cost to the City.

TeamCalifornia is scheduled to participate in roughly a dozen trade shows over the next 12 months, many of which focus on manufacturing, logistics, and industry-specific development. Through this partnership, the City will leverage TeamCalifornia's network and presence to improve visibility, attract investment, and align with broader regional economic development efforts.

Staff, including the City's economic development consultant Michael Bracken of Development Management Group, Inc., will engage in TeamCalifornia events and initiatives throughout the year. Participation in this program provides a cost-effective way for Needles to engage with decision-makers and prospects the City might not otherwise have access to.

**Fiscal Impact:** There is no fiscal impact to the City for the one-year membership running from June 1, 2025, to May 31, 2026. Future renewal, estimated at \$2,500 to \$3,000 per year, will be brought before the Council for approval at that time.

**Recommended Action:** Adopt Resolution 2025-23, Accepting One-Year TeamCalifornia Membership Scholarship and Acknowledging Economic Development Partnership with FHLBank San Francisco

**Submitted By:** Patrick Martinez, City Manager

**City Manager Approval:** Patrick J Martinez

**Date:** 5/7/2025

**Other Department Approval (when required):** \_\_\_\_\_

**Date:** \_\_\_\_\_

Approved: ☐

Not Approved: ☐

Tabled: ☐

Other: ☐