



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

☒ CITY COUNCIL ☐ NPUA

☒ Regular ☐ Special

**Meeting Date:** August 13, 2024

**Title:** Approve Fifth Amendment to On-Call Consulting Services Agreement Between the City of Needles and Development Management Group, Inc. for Economic Development Consulting Services Increasing the Term and Compensation

**Background:** On July 11, 2023, the City Council extended Development Management Group, Inc.'s (DMG) contract for on-call economic development services until June 30, 2024.

As our dedicated economic development consultant, DMG has worked collaboratively with the City Council and City Staff to attract businesses to our community. Their successful recruitment efforts have brought notable companies such as Dollar General, AutoZone, and Hampton Inn to the City of Needles.

DMG continues to represent the City at numerous events throughout the year. Last May, DMG hosted a City of Needles booth at ICSC 2024 in Las Vegas, working diligently to attract retailers to the City of Needles. Councilmembers Pogue, Longbrake, and McCorkle attended this past year, and Mayor Jernigan and former Councilmembers Campbell and Merritt have also participated in these efforts.

**Fiscal Impact:** The contract is within the existing budget appropriation for FY 24-25.

**Environmental Impact:** N/A

**Recommended Action:** Approve Fifth Amendment to On-Call Consulting Services Agreement Between the City of Needles and Development Management Group, Inc. For Economic Development Consulting Services in the amount not to exceed \$70,000 and extend the term of the Agreement until June 30, 2025.

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

**City Manager Approval:** Patrick J Martinez Date: 8/9/2024

**Other Department Approval (when required):** Barbara DiLeo Date: 8/9/2024

Approved: ☐

Not Approved: ☐

Tabled: ☐

Other: ☐

Agenda Item: \_\_\_\_\_