



City of Needles, California Request for City Council Action

☒ CITY COUNCIL ☐ NPUA

☒ Regular ☐ Special

Meeting Date: October 14, 2025

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

Background: On August 13, 2024, the City Council extended Development Management Group, Inc.'s (DMG) contract for on-call economic development services until June 30, 2025.

As our dedicated economic development consultant, DMG has worked collaboratively with the City Council and City Staff to provide affordable housing units to our community and worked diligently to negotiate a new lease agreement with the 19th Hole Bar & Restaurant. Their successful recruitment efforts have brought notable companies such as Dollar General, AutoZone, and Hampton Inn to the City of Needles and they continue to work with Needles property owners to build new housing in our community and convert vacant motel space to micro apartment units.

DMG continues to represent the City at numerous events throughout the year. Last September, DMG hosted a City of Needles booth at ICSC Western 2025 in Palm Springs, working diligently to attract retailers to the City of Needles with Vice Mayor Campbell and Councilmember McCorkle.

Fiscal Impact: The contract is within the existing budget appropriation for FY 25-26.

Recommendation: Approve Sixth 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, 2026.

Submitted By: Patrick Martinez, City Manager

City Manager Approval: Patrick J. Martinez

Date: 10/10/2025

Other Department Approval (when required): Jill Taura

Date: 10/10/2025