

**MEMORANDUM**

To: Bill Zenoni, City Manager, City of Wheatland, California

From: Lon Hatamiya, President and CEO, The Hatamiya Group

Date: August 14, 2025

Re: Proposal for Continued Economic Development Consulting – September 2025 to August 2026

On behalf of the Hatamiya Group, including subcontractors Applied Development Economics and Two Blue Aces (collectively “Consultants”), we are pleased to submit the following proposal to continue our work on economic development strategies for the City of Wheatland.

**SCOPE OF WORK**

Consultants will prepare an ongoing analysis that highlights strategies and facilitates economic development opportunities under the following specific Tasks.

**TASK 1: CONTINUED DEVELOPMENT AND CREATION OF AN OFF-BASE COORDINATING AUTHORITY/ENTITY BETWEEN BEALE AIR FORCE BASE, THE YUBA WATER AGENCY, THE UNIVERSITY OF CALIFORNIA SYSTEM, AND THE CITY OF WHEATLAND WITH A FOCUS ON THE FURTHER DEVELOPMENT OF THE YUBA APPLIED RESEARCH CENTER (“YARC”) IN THE CITY OF WHEATLAND**

Consultants will continue to facilitate the development of an off-base entity/coordinating authority through a combined effort of networking with the United States Air Force, United States Space Force, the Department of Defense, and the Memorandum of Understandings (“MOU’s”) between UC CITRIS and UC Davis, the Yuba Water Agency, the City of Wheatland, and any and all interested parties. This effort will include the possible development of an off-base research facility located upon the AKT property at Jasper Lane and Spenceville Road. We will also pursue additional MOU’s with Scripps Institute, California Polytechnic State University, San Luis Obispo (Cal Poly), and other academic and research institutions.

Deliverable: Build upon the MOU’s and creation of the 501(C)(3) overseeing the development of the YARC within the City of Wheatland that will facilitate of an off-base joint research center and resulting future economic development opportunities. In addition, Consultant(s) will continue discussion with the USAF, USSF, NASA, NOAA, Lawrence Livermore National Laboratory, and appropriate defense and federal contractors to site collaborative activities, labs, and/or offices at the YARC upon its completion. Moreover, Consultants will identify appropriate federal, state, local and philanthropic funding options to expedite planning and construction of the YARC.

**TASK 2: FACILITATE, DEVELOP, AND ASSIST WITH COORDINATING A STRATEGY FOR THE FUNDING OF THE WHEATLAND BYPASS HIGHWAY PROJECT WITH APPROPRIATE FEDERAL, STATE, AND LOCAL ENTITIES AND PARTNERS.**

Consultants will continue to facilitate, develop, and assist in coordinating a strategy for potential funding of the Wheatland Bypass highway project. This effort will include communicating with appropriate federal, state, and local entities and partners to determine the best pathway to completion. It will also include continued coordination with local property owners and the City of Wheatland.

Deliverable: Develop a strategy to expedite the funding and completion of the Wheatland Bypass highway project. Identify appropriate federal and state funding options to expedite planning. Coordinate communications among interested parties.

**BUDGET AND SCHEDULE**

Consultants propose a fee not to exceed \$25,000 for twelve months beginning in September 2025 and ending in August 2026. Consultants will make every reasonable effort to perform the assignment in a cost-effective manner and will bill on a monthly basis at a rate of \$200/hour. The specific scope of work will be agreed to in regular collaboration and approval of the City Manager.