



## Recommendation for Action

**File #:** 20-1007, **Agenda Item #:** 51.

1/23/2020

### **Posting Language**

Authorize negotiation and execution of a contract with Ricker - Cunningham, to provide real estate development consulting services, in an amount not to exceed \$150,000.

(Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this procurement, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

### **Lead Department**

Purchasing Office.

### **Client Department(s)**

Economic Development Department.

### **Fiscal Note**

Funding is available in the Fiscal Year 2019-2020 Operating Budget of the Economic Development Department.

### **Purchasing Language:**

Professional Service.

### **For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov) <<mailto:AgendaOffice@austintexas.gov>> or to Cyrenthia Ellis, at 512-974-1709 or [cyrenthia.ellis@austintexas.gov](mailto:cyrenthia.ellis@austintexas.gov) <<mailto:cyrenthia.ellis@austintexas.gov>>.

### **Additional Backup Information:**

The contract provides professional real estate development consulting services. The contract supports Council Action No. 20180830-056 and Resolution No. 20180830-058. The City is responsible for developing and executing a Location Enhancement Program and a real estate gap financing policy.

The City's Location Enhancement Program will comprise of a market and real estate analysis to facilitate real estate development and redevelopment and preservation related transactions. It will foster the creation and retention of vibrant centers of commerce, culture and residences; a stable location for small creative and music related businesses and nonprofits; increase the availability of diverse affordable commercial spaces and ensure displacement or gentrification are not unintended consequences of specific real estate projects.

The contractor will incorporate information about the local market with best practices of other municipalities. They will use local case study examples to recommend a stable location for small and local businesses to increase diverse affordable commercial spaces which promote projects that strengthen the local economy. Ricker - Cunningham has extensive municipal real estate policy development experience with similarly sized

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cities in Texas, such as Fort Worth and Arlington. They can provide in-house real estate market economics, stakeholder engagement, and land valuation and financial feasibility analysis. The contractor's methodology reflects the analytic approach needed for the successful completion of the scope of work: understanding the real estate space market fundamentals, strategically facilitating community engagement, and developing public policy recommendations. This contractor has successfully worked with the City on similar policies to those contemplated for this work, therefore entering into a contract with this contractor provides the best value to the City.