



Request for City Council Committee Action from the Department of Community Planning and Economic Development

Date: October 22, 2013

To: Council Member Lisa Goodman, Chair, Community Development Committee

Referral to: Council Member Betsy Hodges, Chair, Ways and Means Budget Committee

Subject: Contract Increase and Extension, C.H. Skiem Consulting

Recommendation: Authorize to amend Contract C-36002 to extend the term until June 30, 2014 and increase the contract total by \$50,000 to a total of \$100,000.

Previous Directives: N/A

Department Information

Prepared by: Greg Simbeck, Interagency Coordinator, 612.673.3773

Approved by: Jeremy Hanson Willis, Director of Community Planning & Economic Development

Presenters in Committee: Jeremy Hanson Willis

Reviews

- Permanent Review Committee (PRC): Approval x Date: September 27, 2013
Letter of Conformance attached

Financial Impact

- No financial impact. Action is within existing Community Planning & Economic Development Budget

Community Impact

N/A

Supporting Information

The City has been in negotiations with various parties involved in undertaking potential renovations of the Target Center, which is a multi-purpose entertainment and sports complex located downtown and owned by the City.

When these renovation negotiations began in 2012 between the City and interested parties, CPED contracted for services with Skiem Consulting to:

- Develop models for evaluating various financial impacts on the City of proposed renovations;
- Develop potential modifications to existing agreements affected by proposed renovations; and
- Assist in negotiating terms for proposed renovations between the City and relevant parties.

CPED's initial contract with Skiem followed guidelines for Professional Services Contracts under \$50,000. However, although the terms of Skiem's contract have been executed, the Department's need for Skiem's services continues. Negotiations between the City and parties undertaking potential Target Center renovations have taken more time than originally anticipated and have not been completed. The services that Skiem Consulting offers are still required, which is why we request authority to contract for up to \$50,000 worth of additional services with Skiem, and an extension of the termination date of the contract until 6/30/2014.

This particular consultant is essential to completing the work of a project already in progress. Skiem has extensive experience negotiating long-term partnership agreements between public bodies and professional sports franchises and has extensive experience with the City. Over the past several months, Skiem has provided invaluable guidance to the City on a complicated project of great significance to the City. The combination of Skiem's experience, expertise, and knowledge of these negotiations in progress are both unique and of great value to the City.

C.H. Skiem Consulting will comply with Civil Rights Affirmative Action requirements for contracts over \$50,000.