

RESOLUTION NO. _____ (N.C.S.)

**AUTHORIZATION TO EXECUTE AMENDMENT NO 1. TO MASTER AGREEMENT
FOR PROFESSIONAL SERVICES WITH EL PAJARO COMMUNITY
DEVELOPMENT CORPORATION TO PROVIDE SMALL BUSINESS SUPPORT
SERVICES AND TO ENTER INTO NEW THREE-YEAR MASTER AGREEMENT**

WHEREAS, in December 2017, the City Council unanimously approved Resolutions 21306, 21307, and 21308 (N.C.S.) adopting the Economic Development Element (EDE) as the eighth element of the Salinas General Plan. The EDE provides goals, policies and actions to achieve the City's vision of a prosperous and healthy community defined as jobs, safety, and health; and

WHEREAS, EDE ED-EBG 2.2.1 calls for the City to provide or support incentives and services including, but not limited to, technical assistance and access to small business loans; and

WHEREAS, since June 2016, the City has contracted with El Pájaro Community Development Corporation (EPCDC) to provide support services to Salinas small businesses. EPCDC has a successful track record of providing bilingual and culturally competent technical assistance in our region for over 10 years, and has extensive experience delivering effective programs to support Salinas' entrepreneurs; and

WHEREAS, the City and EPCDC entered into a Master Agreement for Professional Services on July 1, 2018, expiring on June 30, 2021, with compensation not to exceed \$150,000 to provide small business support services; and

WHEREAS, the Alisal Vibrancy Plan (2019) Goals ED 2.1 and 2.2 call for the identification and expansion of small business support resources and increasing access to educational, technical assistance and financial resources; and

WHEREAS, federal policies and state and local orders put in place in March 2020 to slow the spread of COVID-19 resulted in sudden and dramatic impacts to local small businesses as many have been forced to reduce operations or close their doors; and

WHEREAS, EPCDC acted as the City's "boots on the ground" disaster relief assistance provider to support impacted businesses with virtual one on one technical assistance and support accessing local, state and federal relief programs; and

WHEREAS, on April 14, 2020 the City Council approved increasing El Pájaro Community Development Corporation's 2019-2020 annual budget amount by \$15,000 to provide services for the overwhelming volume of requests for assistance. However, the total compensation amount was not modified to reflect the approved increase at that time; and

WHEREAS, in order to continue implementing EDE and AVP actions related to small business support services and COVID-19 economic recovery, the City will need to continue its reliance on consultant technical support and services; and

WHEREAS, the City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines section 15378). Any subsequent discretionary projects resulting from implementation of EDE policies and actions will be assessed for CEQA applicability.

NOW, THEREFORE, BE IT RESOLVED that the Salinas City Council directs the City Manager, or designee to finalize, and the Mayor to execute:

1. Amendment No. 1 to the Master Agreement for Professional Services dated July 3, 2018, with EPCDC increasing the not to exceed compensation amount to One Hundred and Sixty-five Thousand Dollars (\$165,000). The funding source for the additional contract amount of \$15,000 is Economic Development Element Implementation (CIP 9136).
2. A new three-year Master Agreement for Professional Services with EPCDC in an amount not to exceed One Hundred and Fifty Thousand Dollars (\$150,000) to continue to provide small business support services (Exhibit "A"). The funding source for FY 2021-22 is \$50,000 from the Community Development Advanced Planning and Project Implementation Division General Fund budget for Outside Professional Services (100-30-3111-63.5010) The appropriation of the remaining \$100,000 would occur as part of annual and mid-year budget cycles. Purchase Order limits will be capped at the amount of appropriated funds with a total not to exceed amount of \$150,000 for the three-year term.

PASSED AND APPROVED this 22nd day of June 2021, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

APPROVED:

Kimbley Craig, Mayor

ATTEST:

Patricia M. Barajas, City Clerk