Board of Supervisors  
Kern County Administrative Center  
1115 Truxtun Avenue  
Bakersfield, CA 93301  

PROPOSED RETROACTIVE AGREEMENT WITH KERN ECONOMIC DEVELOPMENT CORPORATION FOR ECONOMIC DEVELOPMENT SERVICES  
Fiscal Impact: $175,000; Budgeted; Discretionary  

This is to request your Board’s approval of the attached proposed retroactive agreement providing for continuation of the County’s relationship with the Kern Economic Development Corporation (KEDC) for economic development services through June 30, 2016. In 1999, your Board approved a County Economic Development Strategy and designated KEDC as “lead agency for countywide economic development activities to include business retention, expansion, and recruitment, including assistance to small business.” On September 28, 2010, your Board adopted an updated Strategy that prescribed several roles for KEDC, including coordination of target industry cluster groups and assistance to local businesses in retention, expansion, and/or relocation efforts.

The proposed agreement is performance based with KEDC receiving $100,000 (or $25,000 quarterly) for serving as the designated steward of the Strategy and ombudsman for prospects considering a location within Kern County. In addition, the County will pay up to $75,000 based on specified formulas for qualifying leads, site visits, and new jobs created in excess of 750. KEDC will also be required to submit quarterly reports detailing activities covered by the agreement for reimbursement. The County Administrative Office was waiting for approval of the funding for this agreement through the adoption of the Fiscal Year 2015-16 Budget; therefore, the agreement is retroactive to provide for services initiated in July, prior to the adoption of the budget. The agreement’s not to exceed amount is $175,000 and is included in the County Administrative Office budget unit 1020.

The proposed agreement has been approved by County Counsel as to form.

Therefore, IT IS RECOMMENDED that your Board approve the performance based agreement with the Kern Economic Development Corporation for economic development services for FY 2015-16 in an amount not to exceed $175,000, and authorize the Chairman to sign.

Sincerely,

[Signature]

John Nilon  
County Administrative Officer

Attachments

cc: Kern Economic Development Corporation  
Planning and Community Development Department  
Auditor-Controller-County Clerk
AGREEMENT AT A GLANCE

Proposed Vendor Name: Kern Economic Development Corporation

Necessity for Board’s approval (check all boxes that apply):
- [ ] Establish a new agreement
- [ ] Amendment to existing agreement
  
  Agreement number: __________________________
  
  Brief explanation:
- [ ] Dollar amount is beyond Purchasing Agent’s authority
- [ ] County Counsel cannot approve terms and conditions – explain in body of Board letter
- [ ] Sole source – no competitive process can be performed
- [ ] Purchasing Agent has given concurrence
- [ ] Purchasing Agent has not given concurrence – explain in body of Board letter
- [ ] Retroactive agreement
  
  Date retroactive to: 07/01/2015
  
  Date of Prior Notification: ________________
  
  Reason for delay in approval: Agreement Funding approval by adoption of the FY15-16 Budget

- [ ] Emergency situation
  
  Brief explanation:
- [ ] Other:

Type of Agreement:
- [ ] Personal/Professional Services
- [ ] Construction Project
- [ ] Equipment / Software
- [ ] Training
- [ ] Grant
- [ ] State
- [ ] Lease
- [ ] Joint Powers
- [ ] Memorandum of Understanding
- [x] Other: Economic development services

Brief description of services being contracted:

Economic development services including implementation of the County’s economic development strategy and business retention services

Fiscal Impact: $175,000; Source of Funds: General Fund

- [x] Budgeted
- [ ] Not Budgeted
- [ ] Discretionary
- [ ] Mandated

Will one or more Capital Assets be purchased as part of the agreement? [ ] No [x] Yes

Capital asset accounts must be established with the County Administrative Office before the purchase is made per policy 507 of the County Policy & Procedures Manual, Chapter 5.

Term of Agreement From: 07/01/2015 To: 06/30/2016

 Provision for Extensions:
- [ ] Yes Please explain: ____________________________________________
- [x] No

Basis of compensation/cost:

- [ ] Low bid
- [ ] RFP – Date of Award: _______________________________________
- [ ] Utilize another governmental agency or Buying Alliance award – Agency: _________________________
- [x] Other: Performance agreement for specific services

I verify that all information above is accurate to the best of my knowledge.

__________________________________________ ____________________________
Department Head Date