

DRAFT**RESOLUTION 20xx-xxx**

RESOLUTION SELECTING AND AUTHORIZING AGREEMENTS TO PROVIDE AS-NEEDED REAL ESTATE CONSULTING SERVICES WITH THE SERVICE PROVIDERS LISTED BELOW AND AS SPECIFIED IN EACH INDIVIDUAL AGREEMENT FOR A TOTAL AGGREGATE AMOUNT NOT TO EXCEED \$5,000,000 FOR A PERIOD OF FIVE YEARS FROM JULY 1, 2021 TO JUNE 30, 2026. THESE AS-NEEDED SERVICES WILL SUPPORT DISTRICT OPERATIONAL OR STRATEGIC PRIORITIES. EXPENDITURES FOR THE FIRST YEAR ARE BUDGETED IN FISCAL YEAR (FY) 2022. FUNDS REQUIRED FOR FUTURE YEARS WILL BE BUDGETED IN THE APPROPRIATE FISCAL YEAR SUBJECT TO BOARD APPROVAL UPON ADOPTION OF EACH FISCAL YEAR'S BUDGET.

- A) CBRE, INC.**
- B) KEYSER MARSTON ASSOCIATES, INC.**
- C) PRO FORMA ADVISORS, LLC.**
- D) JONES LANG LASALLE AMERICAS, INC.**
- E) AECOM TECHNICAL SERVICES, INC.**
- F) ERNST & YOUNG, LLP.**
- G) TS WORLDWIDE, LLC. DBA HVS**
- H) LONDON MOEDER ADVISORS**
- I) MAURICE ROBINSON & ASSOCIATES LLC.**
- J) RSG, INC.**
- K) BAE URBAN ECONOMICS, INC.**
- L) CIVITAS, INC.**
- M) KPMG, LLP.**
- N) HR&A ADVISORS, INC.**
- O) THE DORE GROUP**
- P) ZENITH CONSULTANTS**
- Q) PARAGON PARTNERS, LTD.**
- R) OVERLAND, PACIFIC AND CUTLER, LLC.**

WHEREAS, the San Diego Unified Port District (District) is a public corporation created by the Legislature in 1962 pursuant to Harbors and Navigation Code Appendix I; and

WHEREAS, the Board of Port Commissioners (BPC) adopted BPC Policy No. 110 to establish a policy governing the processing and administration of public

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projects, consulting and service agreements, the purchasing of supplies, materials and equipment, and grants; and

WHEREAS, the District's Real Estate Department, in recent years, has utilized as-needed consultants' agreements spanning multiple years to allow for a more efficient and expedited method of obtaining real estate consulting services; and

WHEREAS, in doing so, staff has been able to expedite processing times for Real Estate consulting agreements and obtain professional consulting services quickly and efficiently at a competitive rate; and

WHEREAS, it has also enabled staff to work with qualified consultants on several projects and tasks concurrently within the following disciplines: financial and feasibility analysis (including appraisals), market and economic analysis, real estate development negotiation services and new business development services; and

WHEREAS, the current as-needed agreements commenced on July 1, 2018 and expire on June 30, 2021; therefore, staff is recommending the BPC's consideration of a new group of as-needed real estate consultants to ensure continued efficiency in processing current and anticipated Real Estate Department work efforts and tasks; and

WHEREAS, pursuant to BPC Policy No. 110, District staff issued Request for Qualifications (RFQ) 20-26MA for As-Needed Real Estate Consulting Services on January 26, 2021; and

WHEREAS, the District received 24 responsive proposals, which were evaluated on specific weighted criteria, including experience of the proposed staff, the firm's approach to the project, the firm's capability to perform, the firm's relevant experience, and the firm's fair and reasonable cost; and

WHEREAS, based on the review of the written proposals, the panel selected the 18 highest-ranked firms; and

WHEREAS, staff recommends that the BPC select and authorize as-needed agreements in substantial form and compliance with the agreements attached to the corresponding agenda sheet with the 18 selected firms to provide as-needed real estate consulting services for a total aggregate amount payable under the agreements not to exceed \$5,000,000 for a period of five years, beginning July 1, 2021 and ending June 30, 2026, with the following 18 selected firms: CBRE, Inc.; Keyser Marston Associates, Inc.; Pro Forma Advisors, LLC; Jones Lang LaSalle Americas, Inc.; AECOM Technical Services, Inc.; Ernst & Young, LLP; TS Worldwide, LLC dba HVS; London Moeder Advisors; Maurice Robinson & Associates, LLC; RSG, Inc.; BAE Urban Economics, Inc.; Civitas, Inc.; KPMG, LLP; HR&A Advisors, Inc.; The Dore Group; Zenith Consultants; Paragon Partners, Ltd.;

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and Overland, Pacific and Culter, LLC (Attachments A – R, included with the corresponding agenda sheet); and

WHEREAS, funds for FY 2022 expenditures are budgeted for in the Real Estate Professional Services expense budget; funds required for future fiscal years will be budgeted for in the appropriate fiscal years and cost account, subject to Board approval upon adoption of each fiscal year's budget.

NOW THEREFORE, BE IT RESOLVED by the Board of Port Commissioners of the San Diego Unified Port District, as follows:

That the Executive Director or his designated representative is hereby authorized to execute agreements for as-needed real estate consulting services for a total aggregate amount payable under the agreements not to exceed \$5,000,000 for a period of five years, beginning July 1, 2021 and ending June 30, 2026, with the following 18 selected firms: CBRE, Inc.; Keyser Marston Associates, Inc.; Pro Forma Advisors, LLC; Jones Lang LaSalle Americas, Inc.; AECOM Technical Services, Inc.; Ernst & Young, LLP; TS Worldwide, LLC dba HVS; London Moeder Advisors; Maurice Robinson & Associates, LLC; RSG, Inc.; BAE Urban Economics, Inc.; Civitas, Inc.; KPMG, LLP; HR&A Advisors, Inc.; The Dore Group; Zenith Consultants; Paragon Partners, Ltd.; and Overland, Pacific and Culter, LLC.

APPROVED AS TO FORM AND LEGALITY:
GENERAL COUNSEL

By: Assistant/Deputy

PASSED AND ADOPTED by the Board of Port Commissioners of the San Diego Unified Port District, this 15th day of June 2021, by the following vote: