

August 22, 2023

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Authorize the City Manager, or designee, to execute any and all documents necessary to amend agreements with Anderson Real Estate Group, of Long Beach, CA; Coldwell Banker Commercial Blair WestMac, of Long Beach, CA; Cushman and Wakefield of California, Inc., of Long Beach, CA; Jones Lang LaSalle, of El Segundo, CA; and Lee & Associates, of Long Beach, CA, for as-needed real estate broker services, to extend the contract term by one year; and,

Authorize the City Manager, or designee, to execute listing agreements, and any other necessary documents, with Anderson Real Estate Group, Coldwell Banker Commercial Blair WestMac, Cushman and Wakefield of California, Inc., Jones Lang LaSalle, and Lee & Associates, for the listing of City-owned property, as needed, and for a commission amount not to exceed six percent of the gross sales price. (Citywide)

DISCUSSION

On August 21, 2018, the City Council adopted Specifications No. RFP EP18-078 for as-needed real estate broker services and authorized agreements with Anderson Real Estate Group, Coldwell Banker Commercial Blair WestMac, Cresa Los Angeles of Los Angeles, Cushman and Wakefield of California, Inc., Jones Lang LaSalle, and Lee & Associates - Long Beach, to provide said services. City Council also authorized the City Manager to execute listing agreements for the listing of City-owned property, as needed, and for a commission amount not to exceed six percent of the gross sales price. Historically, the City of Long Beach (City) uses outside firms on an as-needed basis to supplement City staff with necessary real estate broker services for the listing of City-owned property for sale, the purchase of property listed on the open market, and for the leasing of privately-owned property for use by City departments and programs. All current agreements expired on June 30, 2023.

The City currently has several acquisitions and dispositions either in process or scheduled to commence within the next 12 months. Staff is requesting the term for all firms be extended for one year, with the exception of Cresa Los Angeles, to avoid disruption of

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services while staff initiates the procurement process for updated real estate broker services contracts. During the term of the original contract, Cresa Los Angeles was purchased by another real estate firm and no longer exists. Further, authorization to execute listing agreements would continue.

This matter was reviewed by Principal Deputy City Attorney Richard F. Anthony and Purchasing Agent Michelle Wilson on July 17, 2023, and by Budget Management Officer Nader Kaamoush on July 21, 2023.

TIMING CONSIDERATIONS

City Council action is requested on August 22, 2023, to ensure current projects can continue in a timely manner.

FISCAL IMPACT

The requested amendment will extend the term of the agreements for one additional year. No additional contract authority is requested at this time. Any work not currently budgeted will only proceed at such time that appropriations have been approved by the City Council. Each work order will be funded by the requesting department for each project as the need arises. The requested action is not expected to require additional staff hours beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. These contracts provide continued support to our local economy by assisting in the preservation of employment for 20 full-time employees and 5 part-time employees residing in Long Beach.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



BO MARTINEZ
DIRECTOR
ECONOMIC DEVELOPMENT

APPROVED:



THOMAS B. MODICA
CITY MANAGER