



# REPORT TO COUNCIL

## City of Sacramento

915 I Street, Sacramento, CA 95814-2671  
[www. CityofSacramento.org](http://www.CityofSacramento.org)

Consent  
 March 7, 2006

Honorable Mayor and  
 Members of the City Council

**Subject:** Mystery Financial Consulting Services Contract Amendment

**Location/Council District:** Downtown (District 1)

**Recommendation:**

Adopt a Resolution authorizing execution of Amendment No. 4 to City Manager Agreement #2001-0497 with Mystery Financial Consulting.

**Contact:** Nicole York-Johnson, Administrative Officer, 808-8646

**Presenters:** Not Applicable

**Department:** Economic Development Department

**Division:** Downtown Development

**Organization No:** 4451

**Summary:**

Mystery Financial Consulting provides the City's Economic Development Department with project management, economic feasibility analysis and financial review on an as-needed basis. As the Department continues its work on projects throughout the city, there will be times when staff will need outside assistance to perform these analyses on various aspects of the projects. This contract provides staff the expertise of outside assistance and is desired in an effort to be responsive in project delivery.

**Committee/Commission Action:** Not Applicable

**Background Information:**

Mystery Financial Consulting ("Consultant") provides the City's Economic Development Department with financial and economic analysis related to redevelopment and economic development projects. A number of the Department's projects include an aspect of financial and/or economic analysis, and the Consultant is able to provide those services on an as-needed basis. In addition, sensitive real estate negotiations may require a third party to evaluate the personal financials of development team members. The Consultant provides those services, allowing staff to continue negotiations and project analysis which includes a review of the appropriateness of assisting the project with public funds. The type of analysis provided by the Consultant



is not always available through staff resources and often these services are needed quickly in order to maintain negotiations on a project.

The utilization of an outside consultant increases staff's ability to keep projects moving forward effectively and improves both productivity and overall project analysis.

**Financial Considerations:**

For the period of March 2006 through March 2009, the total fee for services provided under Amendment No. 4 of City Manager Agreement #2001-0497 shall not exceed \$75,000. The total contract amount including this and all previous amendments is \$194,000. This agreement shall be funded utilizing tax increment funds.

**Environmental Considerations:**

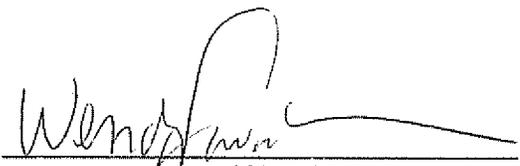
The proposed action is not subject to CEQA.

**Policy Considerations:**

The work identified in the agreement will provide the framework for strategic investment which focuses on the K Street District and Waterfront/Old Sacramento area. This is consistent with achieving the goals of the 2005 Downtown Sacramento Redevelopment Strategy.

**Emerging Small Business Development (ESBD):**

This contract meets the City's ESBD requirements.

Approved By:   
Wendy S. Saunders  
Economic Development Director

Recommendation Approved:

  
for RAY KERRIDGE  
Interim City Manager

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**RESOLUTION NO.**  
Adopted by the Sacramento City Council

**AUTHORIZING AMENDMENT NO. 4 TO CITY MANAGER AGREEMENT #2001-0497 WITH  
MYSTERY FINANCIAL CONSULTING**

**BACKGROUND**

- A. The City's Economic Development Department is working on a number of projects that include a review of the economic feasibility, personal financial capacity and/or the financial impact of a project.
- B. The services needed to evaluate the economic feasibility, personal financial capacity and/or the financial impact of a project are not always able to be completed by staff.
- C. In order to respond to negotiations in a timely and effective manner, the City desires to have a contract with an outside consultant to provide these services on an as needed basis.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL  
RESOLVES AS FOLLOWS:**

- Section 1. The City Manager, or designee, is authorized to execute amendment No. 4 to City Manager Agreement #2001-0497 with Mystery Financial Consulting in an amount not to exceed \$75,000.