

**CITY OF LA VISTA  
MAYOR AND CITY COUNCIL REPORT  
MAY 18, 2010 AGENDA**

<b>Subject:</b>	<b>Type:</b>	<b>Submitted By:</b>
PROFESSIONAL SERVICES AGREEMENT — HUNDEN STRATEGIC PARTNERS	◆ RESOLUTION ORDINANCE RECEIVE/FILE	BRENDA S. GUNN CITY ADMINISTRATOR

**SYNOPSIS**

A resolution has been prepared to authorize the execution of a professional services agreement with Hunden Strategic Partners for professional services associated with economic development opportunities.

**FISCAL IMPACT**

The FY 10 budget contains funds for professional services.

**RECOMMENDATION**

Approval.

**BACKGROUND**

As growth and development in the City and its extra-territorial zoning jurisdiction continues, it is important that the City have the expertise in place to quickly react with the necessary due diligence when said economic development opportunities arise. It is therefore recommended that the City engage with Hunden Strategic Partners, a highly reputable firm skilled in the areas of planning, financing and evaluation of economic development opportunities, on an "as needed or requested" basis.

RESOLUTION NO. \_\_\_\_\_

A RESOLUTION OF THE MAYOR AND CITY COUNCIL OF THE CITY OF LA VISTA, NEBRASKA AUTHORIZING THE MAYOR TO EXECUTE A PROFESSIONAL SERVICES AGREEMENT WITH HUNDEN STRATEGIC PARTNERS.

WHEREAS, as part of the strategic planning and analysis of future economic development opportunities it is deemed in the best interest of the City to have access to specialized professional services; and

WHEREAS, Hunden Strategic Partners, Chicago, Illinois, has expertise in assisting municipalities with development or redevelopment processes that can often be complex; and

WHEREAS, Hunden Strategic Partners is able to provide technical assistance in the areas of planning, financing, and evaluating economic development opportunities on an "as needed or requested" basis.

NOW THEREFORE, BE IT RESOLVED, that the City Council of the City of La Vista, Nebraska, authorizes the Mayor to execute a professional services agreement with Hunden Strategic Partners, Chicago, Illinois, in form and content acceptable to the City Administrator and City Attorney.

PASSED AND APPROVED THIS 18TH DAY OF MAY 2010.

CITY OF LA VISTA

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Douglas Kindig, Mayor

ATTEST:

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Pamela A. Buethe, CMC  
City Clerk

## PROPOSAL FOR SERVICES

### Scope of Work

The City of LaVista is considering various development or redevelopment proposals and may require technical and other assistance as it relates to these projects. Hunden Strategic Partners is experienced in the full range of pre-development processes and has been requested by the City to assist with development items as needed. These may include:

- Financial modeling
- Market analysis
- Competitive analysis
- Comparable project analysis
- Incentive analysis
- Strategy development/brainstorming
- Funding analysis and strategy
- Preparation of developer questions
- Negotiations/Deal Points/Development Agreement
- Phone calls/conference calls
- Visits and meetings
- Memos, presentations, etc. as needed
- Others as needed

### Qualifications

A list of Hunden Strategic Partners' qualifications is attached. HSP has assisted in a number of projects, including large mixed-use projects in Kansas City, Indianapolis, Toronto, Ottawa, Louisville and many others.

### Personnel

Rob Hunden will lead the project work for Hunden Strategic Partners and will be assisted by TJ Pavlov, Mark Erickson and other analysts and consultants at HSP.

## Fees/Rates

The work will be billed on a time and materials basis. Hunden Strategic Partners commits to not exceed an average rate of \$200 per hour. The individual billing rates are: Rob Hunden - \$235; Mark Erickson - \$185; TJ Pavlov and Glenn Larson - \$175; Analysts - \$150; Support - \$50.

If total fees are expected to be or are approaching \$10,000 in a given month, HSP will alert you and await permission from Brenda Gunn or other client contact prior to expending any additional hours or work in a given month.

**Expenses** – Expenses for research, conference calls and travel related to this work will be billed to the Client at cost. Any travel or expense of more than \$150 will be requested and approved in advance, beyond the hourly administrative expense.

## Conditions

The following conditions apply to HSP's engagement with you.

The findings and recommendations of HSP's research will reflect analyses of primary and secondary sources of information. Estimates and analyses presented in our report will be based on data that are subject to variation. HSP will use sources that it deems reliable, but will not guarantee their accuracy. Recommendations will be made from information provided by the analyses, internal databases, and from information provided by external sources.

It is understood in accepting this proposal that neither fees nor payment thereof is contingent upon the findings of our analysis.

Invoices will be sent monthly and are due within 30 days of receipt.

Expenses will be billed at cost plus a per-hour administrative charge will be applied to all work at the rate of \$7 per hour to account for distributed expenses. All outstanding invoices must be current prior to the release of any final report.