



City Council Agenda Item

City Council Meeting Date: June 20, 2023

TO: Honorable Mayor and Members of the City Council

FROM: Dean Albro, City Manager
d_albro@ci.lompoc.ca.us

SUBJECT: Extension of Agreement with the Lompoc Valley Chamber of Commerce for Economic Development and Business Assistance Services

Recommendation:

Staff recommends the City Council extend the agreement between the City and the Lompoc Valley Chamber of Commerce (LVCC) for economic development and business assistance service for an additional year to June 30, 2024, maintaining its annual compensation at \$108,000 for Fiscal Year (FY) 2023-24, bringing the contract total to \$432,000 in total, for the four-year agreement period, and authorize the City Manager to sign it (Attachment 1).

Background and Discussion:

The City has had an agreement with the LVCC since October 1928 for advertising the City. The initial contract amount in 1928 was approximately \$525. Since that time, the City has contracted with the LVCC annually to supply business assistance and visitor information. The most recent contract was for \$108,000 per year through the close of Fiscal Year (FY) 2022-23¹.

The services provided by LVCC include attracting new businesses, working with real estate professionals to identify properties for development/redevelopment, supporting retention/expansion of existing businesses, working with educational institutions regarding workforce needs, and representing the City at business attraction events and relevant economic development industry/professional events.

Fiscal Impact:

The fiscal impact for FY 2023-24 is \$108,000 and will be included in the Biennial Budget FYs 2023-25.

¹ The original agreement and first amendment are Attachments 2 and 3.

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Conclusion

LVCC wishes to continue to supply economic development services, tourism promotion services, and business assistance services at an annual cost of \$108,000.

Respectfully submitted,

Dean Albro, City Manager

- Attachments:
- 1) Second Amendment to Agreement for Economic Development and Business Assistance Services
 - 2) Agreement for Economic Development and Business Assistance Services for Fiscal Years 2020-2022
 - 3) First Amendment to Agreement for Economic Development and Business Assistance Services