



**PROFESSIONAL CONSULTANT SERVICES AGREEMENT
WITH THE GREATER RIVERSIDE CHAMBERS OF
COMMERCE FOR SERVICES AND SPONSORSHIPS IN
THE AMOUNT OF \$95,500**

City Manager's Office

City Council
November 19, 2019

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BACKGROUND

Chamber History

1. Began in 1900 and served community for over 100 years
2. Helped bring rail line to Riverside
3. Helped write the City Charter adopted in 1907
4. Contracts between City and Chamber date back 50 years
5. 1,350 Chamber members
6. 2001 RPU entered into partnership with Chamber



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BACKGROUND

Chamber was instrumental in the following collaborations

1. State of California establish a Citrus Experiment Station at base of Mr. Rubidoux and then a larger station near Box Springs Mountain
2. Establishment of March Field as an aviation training facility in 1918 by the Federal Government now known as March Air Reserve Base
3. Helped establish Riverside National Cemetery in 1976
4. Worked to bring Sherman Institute and the School for the Deaf to Riverside
5. Helped establish University of California, Riverside Liberal Arts College
6. Campaigned for park bonds in support of 8th Street underpass
7. Helped plan Riverside's first freeway in the 1940's



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BACKGROUND

1. In 1934, Chamber was successful in attracting 30 conventions to the City
2. Chamber has helped recruit several businesses, such as, Rohr Aircraft, Bourns, Inc., Flexsteel, Ralph's/Food 4 Less, Amtrak Call Center, Nordstrom, Wal-Mart, Hunter Engineering, and Wall Street Journal
3. Assisted with reopening of Mission Inn Hotel and Spa
4. Assisted with Creation of Justice Center and the Cal Tower Project
5. Established Keep Riverside Clean and Beautiful



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DISCUSSION

1. Successful economic development improved character of Riverside's business community
2. Formalized agreement with detailed scope of services is appropriate
 - A. Consolidate Citywide Services
 - B. \$95,500 for Fiscal Year 2019/20
 - i. Includes Services already budgeted
 - ii. No new services



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DISCUSSION

1. Scope of Service includes
 - A. Retention and expansion of local business
 - B. Attraction and expansion of businesses from desired industries
 - C. Support and training in key areas for businesses and entrepreneurs
 - D. Increased awareness of local programs and resources that support business
 - E. State of City
 - F. The Mission Inn Hotel & Spa Festival of Lights



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DISCUSSION

Schedule of Sponsorships

Public Utilities	Economic Development	Community and Economic Development	Festival of Lights
	Advertisements		College & Career Fair
	Advertisements		Business Expo
	KRCB		Mayor's State of the City
	KRCB Luncheon		SmartRiverside
	Business Expo/Mixer		
	Mega Mixer/Tradeshaw	Public Works	Mayor's State of the City
	GMR Sponsorship		Legislative Summit
	Legislative Summit		KRCB Luncheon
	Mayor's State of the City		
	Inaugural Ball	Police	Mayor's State of the City
	Athena Luncheon		Leadership Riverside Luncheon
	Leadership Riverside Luncheon		
	Festival of Lights	Citywide	Chamber Membership
			Leadership Training



RECOMMENDATIONS

That the City Council:

1. A Professional Consultant Services Agreement with the Greater Riverside Chambers of Commerce for services and sponsorships provided to the City of Riverside for Fiscal Year 2019/20 in a total amount not to exceed \$95,500 and a term ending June 30, 2020 with two optional two-year extensions; and
2. Authorize the City Manager, or designee, to execute the Professional Consultant Services Agreement with the Greater Riverside Chambers of Commerce including the ability to execute the two optional two-year extensions subject to the availability of budgeted funds and make non-substantive changes.

