



# GREATER RIVERSIDE CHAMBERS OF COMMERCE SERVICE COSTS

Customer Engagement Division

Board of Public Utilities  
September 13, 2021

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## BACKGROUND

1. Greater Riverside Chamber of Commerce has served City of Riverside for over 100 years. It represents approximately 1,350 businesses and thousands of employees across the area
2. In 2001, RPU entered a partnership with the Chamber for them to conduct targeted economic development activities to:
  - a. Attract businesses with high electrical load to the area to benefit from RPU's ED rate
  - b. Attract business that would benefit from reduced electric and water rates compared to their current location
  - c. Meet with current commercial ratepayers that could be considering expansion in the area



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## BACKGROUND

3. October 28, 2019, the Board recommend City Council approve a consolidated agreement with GRCC for all Chamber services, sponsorships, memberships, and other benefits across all City Departments for a single annual payment for a total amount not to exceed \$95,500 for each fiscal year, which includes an annual \$68,000 expenditure from RPU.
4. November 19, 2019, City Council approved the agreement with the Chamber with a term through June 30, 2020, with the option for two additional two-year extensions.



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## DISCUSSION

1. On October 28, 2019, the Board of Public Utilities approved the recommendation that the City Council implement this agreement with the Chamber, inclusive of the RPU annual expenditure of \$68,000. The Board action requested funding for \$68,000 for initial contract year for services in fiscal year 2019/20. The request for funding for the services for fiscal year 2020/21 and 2021/22 were not included.
2. In fiscal year 2020/21, the contract included an RPU budget amount of \$68,000. Staff failed to secure Board approval of the RPU expenditure amount prior the contract extension for fiscal year 2020/21. Of the \$68,000 included on the contract, only \$39,520 was expended for fiscal year 2020/21.
3. For the current fiscal year, 2021/22, the City would like to extend the contract with the Greater Riverside Chambers of Commerce for the second year of the first extension, inclusive of the RPU expenditure of \$68,000.



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## STRATEGIC PLAN ALIGNMENT

1. The sponsorship and services agreement program underpins the goals of Strategic Priority 3, Economic Opportunity as program deliverables are in support of business and community collaboration, championing a thriving, enduring economy that provides opportunities for all.
2. The agreement aligns with EACH of the five Cross-Cutting Threads:
  - a) Community Trust
  - b) Equity
  - c) Fiscal Responsibility
  - d) Innovation
  - e) Sustainability & Resiliency



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## RECOMMENDATIONS

That the Board of Public Utilities:

1. Ratify an expenditure of \$39,520 for fiscal year 2020/21 for the Greater Riverside Chambers of Commerce for sponsorships and services specifically provided to the Public Utilities Department; and
2. Approve an expenditure in an amount not to exceed \$68,000 for fiscal year 2021/22 to the Greater Riverside Chambers of Commerce for sponsorships and services specifically provided to the Public Utilities Department.



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