



**COUNTY OF NEVADA
COMMUNITY DEVELOPMENT AGENCY**

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**NEVADA COUNTY BOARD OF SUPERVISORS
Board Agenda Memo**

MEETING DATE: June 28, 2022

TO: Board of Supervisors

FROM: Trisha Tillotson, CDA Director

SUBJECT: Resolution approving Amendment No. 2 to the Professional Services Agreement between the County of Nevada and Sierra Business Council for Economic Development Program Management Services, amending Exhibit B, "Schedule of Charges and Payment," and increasing the contract amount from \$343,300 to a maximum amount not to exceed \$521,600, extending the contract end date from June 30, 2022 to June 30, 2023, and authorizing the Chair of the Board to execute the Amendment

RECOMMENDATION: Adopt the attached Resolution.

FUNDING: There is a \$178,300 fiscal impact to the General Fund Economic Development Service Budget. These funds are included in the FY 2022/23 Proposed Budget.

BACKGROUND:

On January 24, 2020, the Board of Supervisors directed staff to conduct a Request for Proposal to obtain a vendor for economic development management services. On June 11, 2020, the Board adopted Resolution 20-283 approving the contract with Sierra Business Council (SBC) for economic development program management services countywide that included Business Technical Assistance; Warm Handoff Coordination; Inclusive Business Collaboration; and Rural Broadband Expansion in the maximum amount of \$165,000. On June 22, 2021, the Board adopted Resolution 21-277, approving the Amendment to the Agreement with Sierra Business Council for economic development program management services countywide that included Business Technical Assistance; Warm Handoff Coordination; Inclusive Business Collaboration; and Rural Broadband Expansion adding \$178,300 for fiscal year 2021-2022 for a maximum amount of \$343,300.

- Original Contract, FY 2020-2021: \$165,000
- Amendment 1, FY 2021-2022: \$178,300
- *Amendment 2 FY, 2022-2023 (Proposed): \$178,300*

- *Total Contract amount (3 years)* *\$521,600*

For most of the past year, the Sierra Business Council has partnered with the County on its post-pandemic economic recovery and growth. Highlights of the past year included:

- SBC provided technical assistance at no cost to small businesses, including 1,223 hours of one-on-one business counseling to 364 unique businesses;
- SBC hosted virtual and live workshops on various topics (Business Plan Development, Digital Marketing, Access to Capital, Quickbooks, Financial modeling);
- SBC sponsored the development and hosting of three 8-part Business Creator series and accountability groups with Sierra Commons;
- SBC assisted 24 businesses to access over \$2.4 million in capital;
- SBC sponsored the Metal Fabricator - workforce development workshop series at Curious Forge;
- SBC represented Nevada County with Valley Vision for the California Economic Resilience Fund (CERF) program and RFP;
- SBC launched a survey to support the update to the Comprehensive Economic Development Study (CEDS);
- SBC sponsored and participated in the Economic Resource Council's annual conference;
- SBC re-launched the California Green Business program and certified four businesses;
- SBC partnered with the County to support Broadband expansion, including managing the "Last-Mile Broadband Grant Program", line extension program and direct technical assistance to four ISPs for access to capital;
- SBC collaborated with the County and the California Emerging Technology Fund to implement a programmatic EIR for broadband;
- SBC began the process of updating the Nevada County Broadband Strategic Plan;
- SBC worked with eastern county special district TDPUD and Town of Truckee to define a scoping study for four broadband expansion models including the potential for municipal broadband;
- SBC participated in multiple MAC meetings for broadband expansion;
- SBC provided government affairs and advocacy support for affordable housing, broadband, responsible recreation, wildfire resilience, forest and watershed protection, and climate resilience project implementation through the AB32 update.

Therefore, staff recommends the Board adopt the attached Resolution approving Amendment No. 2 to the Agreement between the County of Nevada and Sierra Business Council for Economic Development Program Management Services for a maximum contract amount of \$521,600 and a not to exceed amount for fiscal year 2022-23 of \$178,300 and authorizing the Chair of the Board to execute the Agreement. This amended Agreement is renewed for a term of one year.

Item Initiated by: Ariel Lovett, Project Administrator

Approved by: Trisha Tillotson, CDA Agency Director