

**CITY OF OAKLAND  
AGENDA REPORT**

FILED  
OFFICE OF THE CITY CLERK  
OAKLAND  
2005 APR 28 PM 1:18

TO: Office of the Agency Administrator  
ATTN: Deborah Edgerly  
FROM: Community and Economic Development  
DATE: May 10, 2005

RE: **AGENCY AND CITY RESOLUTIONS AUTHORIZING THE AGENCY/CITY ADMINISTRATOR, WITHOUT RETURNING TO COUNCIL FOR FURTHER APPROVAL, TO NEGOTIATE AND EXECUTE, AGREEMENTS TO OBTAIN REAL ESTATE TITLE AND ESCROW SERVICES FOR THE REDEVELOPMENT AGENCY OF THE CITY OF OAKLAND AND THE CITY OF OAKLAND FOR THE FOUR YEAR PERIOD FROM JULY 1, 2005 THROUGH JUNE 30, 2009 IN AN AGGREGATE AMOUNT NOT TO EXCEED \$ 175,000 FOR EACH ENTITY PER YEAR.**

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**SUMMARY**

Two resolutions have been prepared authorizing the Redevelopment Agency of the City of Oakland ("Agency") and the City of Oakland ("City") to obtain real estate title and escrow services for a four year period from July 1, 2005 through June 30, 2009 in an aggregate amount not to exceed \$175,000 for each entity per year. Over the four year period this will amount to a total not to exceed \$700,000 for each entity.

Staff recommends the approval of these resolutions authorizing the City and Agency to obtain professional title and escrow services for required various real estate activities.

**FISCAL IMPACT**

It is anticipated that the City and the Agency will each utilize approximately \$150,000 to \$175,000 in title and escrow services during each fiscal year. Various City agencies (i.e., Building Services, Housing and Community Development, Public Works Agency, etc.) require these services. Cost for these projects are covered by budgeted City project or by the fees charged to the property owners benefiting from related real estate transactions. The cost may vary each year depending on the real estate activities in the given year. Payment for these services provided are from the approved budgets of various City departments that use these services.

**BACKGROUND**

Since 1988, the Real Estate Division has administrated professional service contracts for real estate title and escrow services. Presently, three (3) Oakland – based title and escrow

companies provide these technical professional services: First American Title Company, Fidelity National Title Company and North American Company. In the past two decades, the noted companies have provided timely cost effective services to the City and Agency. The real estate title and escrow services are divided into two areas. One area will support the lending program for an inexpensive insurance policy for housing loans. The second area, Real estate Division will administer contracts for other title and escrow services required by the City and the Agency. This will include escrow services, title insurance, preliminary title report and, property profiles, litigation reports for the Crime and Grime program, street searches and an array of other title company services.

Every Oakland based company has an opportunity to provide services under the program. In order to qualify, a firm must inform the Real Estate Division that it would be interested to be placed on the list of Oakland - based companies in order to compete for the work. In response, the City will prepare and execute appropriate fiscal year contracts with the Oakland based title and escrow companies. On each assignment, staff will request a price from each of the participating companies. The qualified firm that will provide the most competitive price along with the best service to meet the City and the Agency's time frame is awarded the assignment. It is anticipated that approximately 50-75 assignments will be used during each fiscal year.

This approach will allow Oakland – based title and escrow companies to compete for City and the Agency's businesses in order to provide the best services at lowest cost. The Real Estate Division and CEDA fiscal services will be responsible for monitoring the fiscal year contracts.

## **KEY ISSUES AND IMPACTS**

### **Expiration of Existing Contracts**

The existing title company contracts will expire on June 30, 2005. The resolutions will allow continued critical title and escrow services to be provided in timely cost effective manner and allow the City and the Agency to pay for these services rendered in aggregate amounts to all participating companies that will not exceed \$175,000 per year.

## **SUSTAINABLE OPPORTUNITIES**

Economic: The contracts will affect the Oakland economy; add to tax revenues, create employment opportunities and support Oakland based firms by allowing them to compete for City and Agency's business.

Environmental: The proposed services are related and support economic development, housing and redevelopment projects in Oakland that will improve the overall environment of our City.

Social Equity: The required services will be completed by locals firms in Oakland.

**DISABILITY AND SENIOR CITIZEN ACCESS**

Approval of this Resolution will have no direct impact on disabled and senior citizen access.

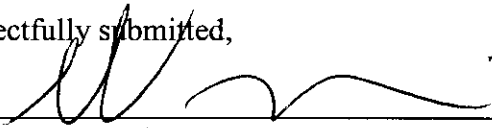
**RECOMMENDATION**

Staff recommends the approval of the two resolutions authorizing the City and Agency to obtain professional title and escrow services for required various real estate activities.

**ACTION REQUESTED OF THE AGENCY AND CITY COUNCIL**

Adopt the Agency and the City resolutions authorizing the Redevelopment Agency of the City of Oakland and the City of Oakland to obtain real estate title and escrow services for a four year period from July 1, 2005 through June 30, 2009 in an aggregate amount not to exceed \$175,000 annually.

Respectfully submitted,

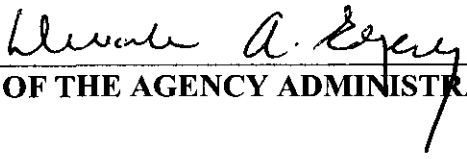


Daniel Vanderprie, Director of Redevelopment,  
Economic Development and Housing and  
Community Development

Forwarded by:  
Frank Fanelli, Manager  
CEDA, Real Estate Division

Prepared by:  
Hamid Ghaemmaghami, Real Estate Agent  
CEDA, Real Estate Division

APPROVED AND FORWARDED TO THE  
COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE

  
OFFICE OF THE AGENCY ADMINISTRATOR

*[Signature]*  
CITY ATTORNEY

OFFICE OF THE CITY CLERK

C.M.S.

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

2005 APR 28 PM 1:18

**RESOLUTION AUTHORIZING THE CITY ADMINISTRATOR, WITHOUT RETURNING TO COUNCIL FOR FURTHER APPROVAL, TO NEGOTIATE AND EXECUTE, AGREEMENTS TO OBTAIN REAL ESTATE TITLE AND ESCROW SERVICES FOR THE CITY OF OAKLAND FOR THE FOUR YEAR PERIOD FROM JULY 1, 2005 THROUGH JUNE 30, 2009 IN AN AGGREGATE AMOUNT NOT TO EXCEED \$175,000 PER YEAR.**

**WHEREAS**, the City of Oakland will be require real estate title and escrow services for four years from July 1, 2005 through June 30, 2009 in aggregate amounts not exceeding \$ 175,000 per year; and

**WHEREAS**, for reasons of efficiency it is advantageous for the City of Oakland to utilize as needed agreements with multiple providers for these services on an as needed basis, and

**WHEREAS**, the payment of these services will be provided from the approved budgets of the City departments requesting said services; now therefore, be it;

**RESOLVED:** The City Administrator is hereby authorized to negotiate and execute agreements with multiple providers to obtain real estate title and escrow services for the City of Oakland for the four year period from July 1, 2005 through June 30, 2009 in an aggregate amount not to exceed \$175,000 per year pursuant to agreements between the City of Oakland and said service providers; and be it

**FURTHER RESOLVED:** That the City Administrator is hereby authorized to pay for said services rendered to the City of Oakland in aggregate amounts not exceeding \$ 175,000 per year.

IN COUNCIL, OAKLAND, CALIFORNIA, \_\_\_\_\_, 2005

**PASSED BY THE FOLLOWING VOTE:**

AYES- BROOKS, BRUNNER, CHANG, NADEL, REID, QUAN, AND PRESIDENT DE LA FUENTE

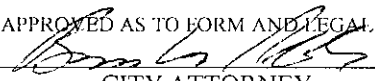
NOES- \_\_\_\_\_

ABSENT- \_\_\_\_\_

ABSTENTION- \_\_\_\_\_

Attest: \_\_\_\_\_

LATONDA SIMMONS  
Interim City Clerk of the Council and of the City of  
Oakland California

  
CITY ATTORNEY

RESOLUTION NO. \_\_\_\_\_ C.M.S.

**RESOLUTION AUTHORIZING THE AGENCY ADMINISTRATOR, WITHOUT RETURNING TO COUNCIL FOR FURTHER APPROVAL, TO NEGOTIATE AND EXECUTE, AGREEMENTS TO OBTAIN REAL ESTATE TITLE AND ESCROW SERVICES FOR THE REDEVELOPMENT AGENCY OF THE CITY OF OAKLAND FOR THE FOUR YEAR PERIOD FROM JULY 1, 2005 THROUGH JUNE 30, 2009 IN AN AGGREGATE AMOUNT NOT TO EXCEED \$175,000 PER YEAR.**

**WHEREAS**, the Redevelopment Agency of the City of Oakland will be require real estate title and escrow services for four years from July 1, 2005 through June 30, 2009 in aggregate amounts not exceeding \$ 175,000 per year; and

**WHEREAS**, for reasons of efficiency it is advantageous for the Redevelopment Agency of the City of Oakland to utilize as needed agreements with multiple providers for these services on an as needed basis; now therefore, be it;

**RESOLVED:** The Agency Administrator is hereby authorized to negotiate and execute agreements with multiple providers to obtain real estate title and escrow services for the Redevelopment Agency of the City of Oakland for the four year period from July 1, 2005 through June 30, 2009 in an aggregate amount not to exceed \$175,000 per year pursuant to agreements between the Redevelopment Agency City of Oakland and said service providers; and be it

**FURTHER RESOLVED:** That the Agency Administrator is hereby authorized to pay for said services rendered to the Redevelopment Agency of the City of Oakland in aggregate amounts not exceeding \$ 175,000 per year.

**IN AGENCY, OAKLAND, CALIFORNIA PASSED BY THE FOLLOWING VOTE:**

OAKLAND, CALIFORNIA, \_\_\_\_\_, 2005

**PASSED BY THE FOLLOWING VOTE:**

AYES- BROOKS, BRUNNER, CHANG, NADEL, REID, QUAN, AND PRESIDENT DE LA FUENTE

NOES- \_\_\_\_\_

ABSENT- \_\_\_\_\_

ABSTENTION- \_\_\_\_\_

Attest: \_\_\_\_\_

LATONDA SIMMONS

Interim City Clerk of the Council and of the City of  
Oakland California