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OFFICE OF THE CITY CLERK
OAKLAND

2009 MAR 26 PM 6:55

**REDEVELOPMENT AGENCY
OF THE CITY OF OAKLAND**
AGENDA REPORT

TO: Office of the Agency Administrator
ATTN: Dan Lindheim
FROM: Community and Economic Development Agency
DATE: April 7, 2009

RE: **A Report and Recommendation for Business Retention, Expansion and Attraction Support Services including a Total Program Budget of \$192,820 and Resolutions to: A) Authorize the City Administrator to Hire One Additional Staff Person In An Amount Not To Exceed \$127,820 ; b) Authorize the City Administrator To Negotiate And Execute A Professional Services Agreement with Purple Lynx through December 30, 2009 In An Amount Not To Exceed \$50,000 for On Call Survey and Evaluation Services; and c) Authorize the City Administrator To Negotiate And Execute A Professional Services Agreement with BAWP through June 30, 2009 In An Amount Not To Exceed \$15,000 for Administrative Support to Business Alert and Coliseum Commerce Center Advisory Committee.**

SUMMARY

Staff requests that the City Council authorize additional funds for business retention and expansion support services, a core function of Business Development Services (BDS), Economic Development Division, CEDA, in an amount not to exceed \$192,820. To implement the goals of the BDS business retention, expansion and support program, staff asks that the City Council:

- a) Authorize the City Administrator to authorize an additional staff position in the classification of Urban Economic Analyst II in Business Development Services to assist in the coordination of direct business services between the proposed Business Assistance Center and Economic Development staff undertaking the Business Retention and Expansion services activity; and
- b) Authorize the City Administrator to negotiate and execute contracts for
 1. A consultant in an amount not to exceed \$50,000 to provide survey services as directed for commercial industrial businesses and to evaluate the services delivered by Business Development Services staff and the Business Access Center staff; and
 2. A consultant to provide support for the Business Alert and Coliseum Commerce Center Advisory Committee and other commerce-support meetings as needed, in an amount not to exceed \$15,000 annually.

The additional staff person and consulting services in conjunction with a realignment of current staff's areas of focus will enable the Division to provide business retention, expansion and support services in addition to ongoing attraction services with an emphasis on commercial and

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industrial districts. Staff's activities in these areas (including West Oakland, Central District and Coliseum redevelopment areas), are currently conducted by a single staff position in BDS and supported by Redevelopment Agency staff, but had been augmented by the prior contractor for the past 12 years. The realignment of staff will also provide retention and expansion support activities to other commercial areas, as directed by the Business Development Services Manager and the future Business Assistance Center (BAC) Manager.

FISCAL IMPACT

Funding for the newly proposed positions as well as consultant contracts will not exceed \$192,820 and will be drawn from three Redevelopment Areas with a apportionment appropriate to the percentage of commercial and industrial businesses to be served in that area:

Coliseum: (55%): Coliseum Redevelopment Area Fund 9450; Project S82600, Org. 88559

West Oakland: (30%): West Oakland Redevelopment Operations Fund and Project Fund 9590, Org. 88679, Project S233510

Central District: (15%): Central District Redevelopment Area Operations Fund 9510; Business Development Org 88559, Project S00800

Program or Position	FUND	ORG	AMT
(1) UEA II Business Specialist-general	Coliseum 9450	88559	55%= \$70,301
	West Oakland	88679	30%= \$38,346
	9590	88559	15%= \$19,173
	Central District 9510		100%= \$127,820
Contractor for Business Alert Program	Coliseum 9450	88559	55%= \$8,250
	West Oakland	88679	30%= \$4,500
	9590	88559	15%= \$2,250
	Central District 9510		100%=\$15,000
Contractor-Survey & Evaluation	Coliseum 9450	88559	55%= \$27,500
	West Oakland	88679	30%= \$15,000
	9590	88559	15%= \$7,500
	Central District 9510		100%=\$50,000

BACKGROUND

There are currently 12 staff in CEDA Business Development Services who provide business retention, expansion, attraction and support direct assistance. These same staff also initiate and support overall economic development business programs and initiatives. In addition there are currently two temporary service contract employees and one vacant position. There is a Business

Development Services Coordinator (Urban Economic Coordinator), and the unit reports to the Deputy Director of Community and Economic Development Agency. The professional staff organizes their business retention expansion and attraction activities into professional sectors: Retail, Office, Industrial, International Trade, Green Business, Enterprise Tax Credit Program and Business Improvement Districts. BDS staff is primarily funded through Redevelopment districts (Central, Coliseum, Broadway/MacArthur/San Pablo, Central City East and West Oakland) with some limited Community Development Block Grant funding. The Green Business sector staff is funded through Environmental Services, Public Works Agency, through the Recycling Market Tax Credit program revenue.

Although the Agency is supportive of the Cluster Strategy as identified in the last adopted Economic Development Strategy (1997) and the recent Oakland Partnership proposed Economic Development Strategy, the rigid alignment of staff within those targeted sectors has made it challenging for individual staff to properly serve the retention and expansion needs of all businesses of a particular sector.

The introduction of the Business Assistance Center (BAC), Salesforce client management database and the full permanent staffing of the Business Development Unit will ensure that adequate staff exists to address the needs of the business community. Through staff interviews and general feedback from the business community, staff understands that the greatest need is to have staff who are familiar with Oakland's business landscape, and that this familiarity has been gained not only through current knowledge and trends in the sector, but also from regular and face-to-face contact with the businesses.

Additionally, the City Council's authorization to execute a professional services contract for on-call survey services with Purple Lynx will further assist staff in not only receiving valuable feedback for the business communities that receive services, but will also provide staff with the necessary preliminary information of businesses that could benefit from City services. Responses from the 1,500 businesses surveyed will be of primary benefit to the Division in setting its goals to meet the needs of the business community. It is critical that staff have a survey mechanism that identifies business before they have made final decisions to locate outside of Oakland, as well as, those businesses that need assistance as they prepare to expand either their Oakland workforce or physical facility.

Equally important to the business community is the need for regular and coordinated forums with the Police Department and other safety and security professionals. Community and Economic Development Agency has a long history of working with the business community to assist in keeping them informed of crime trends in their respective areas, as well as monetarily supporting enhanced patrol of various business districts. The monthly Business Alert meetings must be coordinated with the Police Department (Officers and NSC staff), the provider of the Agency's Commercial Security contract, citizens and hundreds of businesses. The staff time to perform the

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noticing, agenda setting, meeting facilitation, minutes and follow-up would consume valuable time of Business Development staff who may not have the technical expertise in this discipline.

KEY ISSUES AND IMPACTS

The City has supported an outside contract for business retention expansion and support services to augment staff's support for businesses within the commercial and industrial areas of Oakland since 1996. The need for additional services in the commercial and industrial areas was made apparent to City government during the formation of the Coliseum Redevelopment Area. The outside BRE contract has therefore historically served the commercial industrial community, which was the primary land use in the Coliseum Redevelopment Area, as well as the general commercial community in Downtown and Jack London.

In the fall of 2008 staff circulated a Request For Proposals, mirroring the scope of services as had been provided for the prior contractor. The City received five responses, for some or all of the tasks associated with the existing program. All five were interviewed by the Economic Development/Redevelopment Manager and the Business Development Services Coordinator, along with three outside panelists, including the CEO of a large local business, and two business service support organizations including one representing local government (Alameda County/Contra Costa). All the panelists were impressed by the qualifications of the respondents, but found the component of on-the-street local service delivery less than satisfactory compared to the strengths of the firms in economic and land use strategic planning, research and data analysis.

The panel prioritized their decision around the need for increasing the real presence of city staff "on-the-street," who will interact directly with business, working in close coordination to solve business issues that relate to city functions such as crime and security, expansion issues, permits and regulatory clearances. In addition, business retention efforts support local networking among suppliers to bolster local employment and business growth, especially in times of global financial uncertainty.

This recommendation—to contract out survey and alert services and focus City staff efforts on the street—came at a time when the City is considering the formation of a Business Access Center. The addition of staff to the Business Development Services team, both of whom would have some interface and involvement at times with the Business Access Center, is a timely recommendation, coincident with the growing needs of business for additional support.

The following areas of renewed emphasis will help successfully implement enhanced service provision to businesses:

1. Citywide Coordination accompanying increase of BRE staff

Existing Business Development staff work pro-actively with Development Services and coordinate their activities with CEDA Development Services, Redevelopment Division, the City Manager's Office (Special Activity permits), Public Works Agency, OPD and Fire among others, to introduce business clients to the necessary contacts and procedures for permits. However, despite the presence of an existing Administrative Instruction which mandates cooperation between divisions for the benefit of business development in the City, there has been no organized procedure to communicate among the agencies on specific cases. The addition of new staff must be accompanied by a structural process by which regulatory agencies of the City, as well as a clear organizational framework by which staff of various departments can prioritize their work to serve the City's economic development goals, while not sacrificing the integrity of the plan check process. The introduction of the Client Management Database, Salesforce, and the BACs implementation of their service level agreements with collaborating City Departments will greatly improve accountability of staff citywide to be responsive to the needs of the business community.

2. Business Referrals & Work Flow Coordination

Business Development staff currently receives referrals to business clients through a number of ways:

1. Commercial brokers and professional networks
2. Trade Show events
3. Initiatives and events designed to bring sectors together
4. Exposure through the Business2Oakland website
5. Referrals from business service providers including the chambers, commerce association and Redevelopment project area committees.

The varying ways by which businesses will access the services of the new BDS staff will be simplified by the development of the Business Access Center, however there will still need to be a clear operational framework by which these other methods of referrals are "assigned" to staff specialists. The new Business Development staff framework will provide for staff to work rotating hours in the BAC and therefore may become the first contact for some business clients.

These new client cases will either be:

- Routed upstairs to CEDA Development Services or other departments for a specific singular action or request;
- Be referred to an existing Business Development Services staff; or
- Provided intake and case management through the BAC, with follow up as assigned by the Manager.

3. Survey and Evaluation

Business Development Services staff, particularly those working in the commercial and industrial sectors of Oakland, will follow up the work of Purple Lynx, the proposed Survey Consultant, whose draft Scope of Work is included as **Attachment A**. Purple Lynx will download their work into the City's Salesforce program. While the Consultant will create, distribute and analyze results and conduct strategic survey follow-up calls to larger businesses, the actual follow up work of the Survey is best conducted by City staff. Conducting follow-up interviews by staff in this manner is the best way for the City to establish strong relationships with the business community.

4. Salesforce "Econ Wave" Program and the BRE program

The new City client management program has been initiated and is primarily being used by Business Development Services staff with a few licenses in Redevelopment. The Survey Consultant will also have access to one Salesforce license through their contract. The Consultant will write the survey design so as to directly be translated into the new Salesforce City program. The new business "Leads" created through the circulation of the survey will have the potential to become business "Active Cases" through the direct follow-up and identification of specific activities that can be undertaken by staff for the businesses benefit. Both "Leads" and "Active Cases" will be quantifiable and periodic reports either to Council or to the Redevelopment Project Area Councils, or commerce associations will be made. EconWave will serve to facilitate better communication among all city agencies involved and such communication will be the responsibility of the Business Development Services staff.

5. Funding

Staff appeared before the West Oakland Redevelopment Project Area on March 11th and received approval for funding of the new BDS positions and contracts in the amount not to exceed \$15,000 (**Attachment B**). However, some members of WOPAC and the representatives of West Oakland Commerce Association expressed concern that even more support was needed on the street than can be provided with the proposed new staffing in CEDA, be it from a technical vantage (commercial security assessments and business watch support) or additional retention staff "on the street". WOPAC members invited proposals to be submitted to them in the future if additional funding and resources were found to be necessary for successful business retention and support.

PROGRAM DESCRIPTION

The proposed BDS program augmented by the \$192,820 budget is primarily directed to the retention, expansion of commercial and industrial businesses in Oakland. This additional expenditure along with the realignment of staff and the recruitment of permanent staff to vacant positions will contribute to the functionality of expansion and retention efforts. The realignment of existing staff and the recruitment of vacant positions will significantly increase the amount of staff resources focused on direct BRE services.

The commercial and industrial areas of the City are identified through the Mayor and Chamber Oakland Partnership program as best able to accommodate most of the jobs which Oakland is well positioned to attract in healthcare technologies, trade and logistics, green technology, and specialty food production. Other areas, such as digital media, and associated offices of the aforementioned sectors tend to locate downtown or in the Airport Business Park, the latter of which is included in the BRE scope. The adoption of this new budget of \$192,820 will significantly contribute to the retention and expansion of jobs and revenue growth from these areas.

SUSTAINABLE OPPORTUNITIES

Economic: The Business Development Services program, including the survey contract and administrative support, will result in greater retention and expansion of business, especially those who maybe vulnerable and “at risk” of decline or closure.

Environmental: The expanded BDS staffing will free up time for more senior BDS staff to pursue objectives concerning the “greening” of business, promoting clean tech and other green business attraction, and advocate for education around the new “Green Chemistry” goals set by the California EPA and Department of Toxic Control Substances, especially directed to California manufacturers. The new Business Retention Survey will include questions about interest in green efficiency improvements and green building information (rehabilitation and new construction) directed to these sectors and the common facility types found in these areas of the City.

Social Equity: The commercial-industrial businesses of the City offer low income local residents entry level through professional employment opportunities. The Green Collar Jobs movement will most likely be launched in these areas of the City, and additional business support will directly increase potential for local employment in living wage jobs.

DISABILITY AND SENIOR CITIZEN ACCESS

This report and resolution does not raise any issues directly impacting disability and senior citizen access.

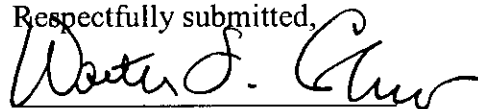
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ACTION REQUESTED OF THE CITY COUNCIL

Staff requests that the City Council authorize a total budget for additional funding for Business Development Services for business retention and expansion services in an amount not to exceed \$192,820, and as part of that:

- A) Authorize the City Administrator to create a new UEA II position for Business Development Services;
- B) Authorize the City Administrator to negotiate and execute a contract for a survey consultant in an amount not to exceed \$50,000.
- C) Authorize the City Administrator to negotiate and execute a contract for Business Alert program support in an amount not to exceed \$15,000; and

Respectfully submitted,



Walter S. Cohen, Director

Community and Economic Development Agency

Reviewed by

Gregory Hunter, Deputy Director

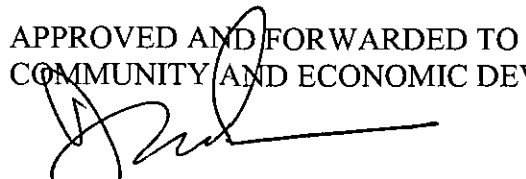
Economic Development and Redevelopment

Prepared by:

Margot Lederer Prado, AICP

Business Development Services, Industrial Specialist

APPROVED AND FORWARDED TO THE
COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE:



Office of the Agency Administrator

Attachment A: Survey and Evaluation Consultant Scope (Purple Lynx)

Attachment B: Business Alert Consultant Scope (BAWP)

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PROPOSED CONTRACT SCHEDULE A

**Scope of Services
Purple Lynx****Business Survey and Evaluation of CEDA Services to the Business Community
(FY2008-2009)**

Purple Lynx will conduct business in an amount not to exceed \$50,000 in the 2008-2009 fiscal year, under the oversight of the Community and Economic Development Agency's (CEDA) Redevelopment Division, to perform the following services for the City:

Survey and Evaluation Consultant

The annual commercial industrial business survey shall survey all commercial industrial companies in the 17 Industrial Districts of the City, to include no less than 1,500 companies. The Survey may be conducted in specific sector groupings or in geographic groupings, as directed by staff. The Survey will aspire for a response rate of 30% including follow up interviews. The Consultant(s) will be expected to have direct contact with responding business clients. The survey will be distributed no later than six weeks after the inception of the contract. The survey shall include but not be limited to questions about the constraints and challenges the business has faced in the past year in its growth relative to location, security, infrastructure, employee attraction, retention and training, regulatory barriers and any other measures that could be an appropriate area for the City to provide referrals and or support services. The survey itself shall be confidential and clearly indicated as such for the businesses, and shall not constitute data subject to public records requests, due to private proprietary needs.

1. Conduct the Annual Business Survey. The survey instrument will be presented to staff for comment and edits no later than February of each calendar year and shall be distributed by March of each year, coincident with the renewal of business licenses. The survey should be updated and should include information to ascertain the current and future needs and changes in the market for production (manufacturing), food production and distribution, construction materials & services, distribution, repair-oriented and other industrial services. Contractor will be prepared to provide detailed methodology of how the business survey was developed, distributed and analyzed. The survey shall contribute to a common inventory of existing businesses. The survey data will be summarized and presented to the City. The survey responses will also be made available to the City, if requested, but shall continue to remain confidential within the City staff per the Public Records Act proprietary information provisions.
2. The Annual Business Survey shall include a minimum of 1,500 responses in total. A return rate of 30% is expected and evidence of such shall be provided to staff, including follow up in person or by phone call. The full list of businesses to be surveyed and the list of respondents shall be provided to the City. A full copy of each completed survey response will be provided in a timely manner to staff.
3. The Consultant will present an Action Plan to City for follow up on issues identified by survey respondents. The Consultant will be responsible for ensuring that responses are provided and will keep

the City informed on a regular basis. In some, cases the Consultant will coordinate follow up with designated organizations as directed by the City. It is expected that the Consultant will make every effort to visit those businesses that express a need for assistance.

- 4. An evaluation of CEDA staff business retention expansion and support service delivery shall be administered no later than six months after the issuance of the Business Survey and prior to the end of the City’s Fiscal Year asking the business community to report on the quality, frequency of contact, relevancy of services delivered and overall satisfaction of the business with such services and their aid to the companies overall stability and growth. The Evaluation process shall include the circulation of a separate survey to businesses serviced by more than a single instance (defined as “ Active Cases” to the Salesforce Program) as to the effectiveness and quality of the staff actions on their behalf with matters relevant to staff’s core activities. The Evaluation shall include quantitative data derived from the City’s Salesforce “EconWave” program which will enumerate the numbers of businesses served by staff based on geographic locations and Redevelopment area/ Council District)

APPROVED BY:

The Redevelopment Agency of the
City of Oakland
A community redevelopment agency

Purple Lynx
A non profit corporation
(Contractor)

Agency Administrator

President

(Date)

(Date)

PROPOSED CONTRACT SCHEDULE A

Scope of Services
BAWP

**Support for implementation of the Business Alert Program
(FY2008-2009)**

BAWP will conduct business in an amount not to exceed \$15,000 in the 2008-2009 fiscal year, under the oversight of the Community and Economic Development Agency's (CEDA) Redevelopment Division, to perform the following services for the City:

- 1) Staff the BusinessAlert Program in the Coliseum Redevelopment Area to enhance the safety and security of the businesses, their employees, customers and suppliers. This work will include the coordination of monthly business-focused service delivery of the Enhanced Police Patrol with the Oakland Police Department. The work will further include staffing at least 10 meetings of the Coliseum Area Crime Prevention Council (NCPC), including meeting notification, recording and creation of a quarterly newsletter. Utilize the Contractor's safety and security expertise in providing advice to other commercial/industrial areas to monitor and analyze summary crime data from the 4L18 patrol.

- 4) Staff the BusinessAlert Program in the West Oakland Redevelopment Area to enhance the safety and security of the businesses, their employees, customers and suppliers. This work will include the coordination of monthly business-focused service delivery of the Enhanced Police Patrol with the Oakland Police Department. The work will further include staffing at least 10 meetings of the West Oakland Industrial District Crime Prevention Council, the notification of the meeting, the production of minutes and creation of a quarterly Business Alert Newsletter in hard copy and electronic form to be uploaded to the City's website.

APPROVED BY:

The Redevelopment Agency of the
City of Oakland
A community redevelopment agency

BAWP
(Contractor)

Agency Administrator

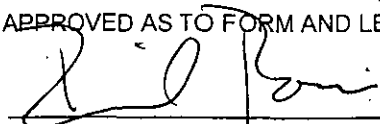
President

(Date)

(Date)

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APPROVED AS TO FORM AND LEGALITY:



Agency Counsel

REDEVELOPMENT AGENCY OF THE CITY OF OAKLAND

RESOLUTION NO. _____ C. M. S.

A RESOLUTION AUTHORIZING THE AGENCY ADMINISTRATOR TO NEGOTIATE AND EXECUTE A PROFESSIONAL SERVICES AGREEMENT FOR FY 2008-2009 IN AN AMOUNT NOT TO EXCEED \$50,000 WITH PURPLE LYNX TO CONDUCT BUSINESS SURVEYS

WHEREAS, the Redevelopment Agency has identified the attraction, retention, and expansion of businesses in support of the City's long range economic development plan as one of its key goals; and

WHEREAS, the City of Oakland's 2008-2009 budget cites the mission of the Community and Economic Development Agency's Economic Development Division as retaining, expanding, and attracting businesses; and

WHEREAS, Purple Lynx participated in a Request for Proposals Process with the City and was selected to provide commercial industrial survey services among five qualified candidates; and

WHEREAS, Purple Lynx is a locally owned business which possesses the experience, reputation and knowledge to provide professional retention and expansion assistance to Oakland businesses; and

WHEREAS, the Agency finds that this contract is of a professional nature, and that retaining a third party may elicit a greater response from the private sector than if such efforts were undertaken by City staff; and

WHEREAS, the Agency finds that this contract will not result in a loss of employment or salary by any person having a permanent status in the competitive service; now therefore be it

RESOLVED: That the Agency Administrator is authorized to negotiate and execute a professional services agreement with Purple Lynx in an amount not to exceed \$50,000, to provide professional survey services; and be it

FURTHER RESOLVED That the agreement shall be approved as to form and legality by Agency Counsel prior to its execution, and copies of executed agreements shall be on file with the Agency Secretary; and be it

FURTHER RESOLVED: That Agency funds totaling \$50,000 will be allocated for payment of the Purple Lynx contract as follows:

\$27,500 from Coliseum Operations Fund (9450), Business Development Organization (88559), Coliseum-Staff Project (S82600)

\$15,000 from West Oakland Redevelopment Operations Fund and Project (Fund 9590, Org. 88679, Project S233510)

\$7,500 from Central District: Operations Fund 9510 Business Development Organization (88559), Central District Planning Project (S00800); and be it

FURTHER RESOLVED: That the Agency Administrator or his/her designee is hereby authorized to approve any subsequent amendments to, or extensions of, said agreement except those involving compensation or the allocation of additional funds provided that such amendments or extensions shall be filed with the Agency Secretary.

IN AGENCY, OAKLAND, CALIFORNIA, _____, 2009

PASSED BY THE FOLLOWING VOTE:

AYES- BROOKS, DE LA FUENTE, KAPLAN, KERNIGHAN, NADEL, QUAN, REID,
AND CHAIRPERSON BRUNNER

ABSENT-

ABSTENTION-

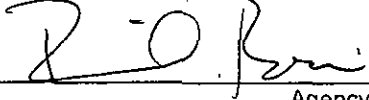
ATTEST: _____

LATONDA SIMMONS
Secretary, Redevelopment Agency
of the City of Oakland

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APPROVED AS TO FORM AND LEGALITY:



Agency Counsel

REDEVELOPMENT AGENCY OF THE CITY OF OAKLAND

RESOLUTION No. _____ C. M. S.

A RESOLUTION AUTHORIZING THE AGENCY ADMINISTRATOR TO NEGOTIATE AND EXECUTE A PROFESSIONAL SERVICES AGREEMENT FOR FY 2008-2009 IN AN AMOUNT NOT TO EXCEED \$15,000 WITH BAWP FOR THE BUSINESS ALERT PROGRAM

WHEREAS, the Redevelopment Agency has identified the attraction, retention, and expansion of businesses in support of the City's long range economic development plan as one of its key goals; and

WHEREAS, the City of Oakland's 2008-2009 budget cites the mission of the Community and Economic Development Agency's Economic Development Division as retaining, expanding, and attracting businesses; and

WHEREAS, BAWP is a locally owned business which possesses the experience, reputation and knowledge to provide professional services for the retention and expansion assistance to Oakland businesses, and has experience in the administration of the Business Alert program; and

WHEREAS, the Agency finds that this contract is of a professional nature; and

WHEREAS, the Agency finds that this contract will maximize use of limited funding which is otherwise insufficient to provide services through existing permanent staffing; and

WHEREAS, this contract will not result in a loss of employment or salary by any person having a permanent status in the competitive service; now therefore be it

RESOLVED: That the Agency Administrator is authorized to negotiate and execute a professional services agreement with BAWP in an amount not to exceed \$15,000, to provide professional survey services; and be it

FURTHER RESOLVED That all agreements executed pursuant to this Resolution shall be approved as to form and legality by Agency Counsel prior to its execution, and copies of executed agreements shall be on file with the Agency Secretary; and be it

FURTHER RESOLVED: That Agency funds totaling \$15,000 will be allocated for payment of the BAWP contract as follows:

\$8,250 from Coliseum Operations Fund (9450), Business Development Organization (88559), Coliseum-Staff Project (S82600)

\$4,500 from West Oakland Fund (9590), Business Development Organization (88559), Project (S233510)

\$2,250 from Central District: Operations Fund 9510 Business Development Organization (88559), Central District Planning Project (S00800); and be it

FURTHER RESOLVED: That the Agency Administrator or his/her designee is hereby authorized to approve any subsequent amendments to, or extensions of, said agreement except those involving compensation or the allocation of additional funds provided that such amendments or extensions shall be filed with the Agency Secretary; and be it

IN AGENCY, OAKLAND, CALIFORNIA, _____, 2009

PASSED BY THE FOLLOWING VOTE:

AYES- BROOKS, DE LA FUENTE, KAPLAN, KERNIGHAN, NADEL, QUAN, REID,
AND

CHAIRPERSON BRUNNER

ABSENT-

ABSTENTION-

ATTEST: _____

LATONDA SIMMONS
Secretary, Redevelopment Agency
of the City of Oakland