



First Amendment to Professional
Services Agreement –
Jones Lang Lasalle Americas, Inc. for
Specialized Real Estate Brokerage
Services

City Council Meeting
August 9, 2022

Jill Scott, Real Property Manager
Celeste Carranza Associate Real Property Agent

BACKGROUND

- On November 7, 2019, after a request for proposals process, the City entered into a Professional Services Agreement (PSA) with Jones, Lang, Lasalle (JLL) for specialized real estate brokerage services. The contract provides services as needed for the City's use in an amount not to exceed \$99,000, which will run out this year.
- The PSA assisted City Staff with specialized City-wide activity in development related acquisition and Citywide surplus sales which can include: sale appraisal, market analysis, marketing, economic analysis and Exclusive Negotiation Agreements (ENA) and Disposition and Development Agreements (DDA) negotiation and specialized advisory services as needed and if needed.

ANALYSIS

- With the anticipated continuance of high levels of specialized Real Estate activity, staff is requesting an increase in compensation of \$100,000 over two years under the Agreement.
- Since this is a City-wide contract and used throughout the Departments, the funds are paid out of various project keys as approved by the Chief Financial Officer, on an as-needed, if-needed basis, and not encumbered in any one department or project budget.

RECOMMENDATION

It is recommended by Real Estate Services that the Council, by resolution, approve a First Amendment to Professional Services Agreement Number F002062 with Jones Lang Lasalle Americas, Inc. of Los Angeles, California to increase compensation under the Agreement for specialized real estate brokerage services by \$100,000.00, for a total amount not to exceed \$199,000.00.