

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMMERCE,
CALIFORNIA, APPROVING THE FIRST AMENDMENT TO THE DEODATE
AGREEMENT

WHEREAS, on February 6, 2026, the City entered into an agreement with Deodate LLC for Economic Development Strategy Services for a maximum amount of \$50,000.00; and

WHEREAS, the First Amendment is effective August 11, 2026, and extends the updated Agreement through August 11, 2029, and allows Deodate to continue providing the City Economic Development Strategy services; and

WHEREAS, Deodate will provide the following scope of services to the City:

1. **Market Analysis, Site Evaluation, and Optimization Strategies:** Deodate conducts thorough market analyses to identify and fill retail gaps within communities. They leverage tenant feedback and demographic insights to inform retail programming that aligns with local needs and enhances community appeal. Through these tailored evaluations, they help agencies position their properties for optimal use and revenue generation.
2. **Financial Strategies:** Deodate assists finance departments by providing internal technical resources, enabling a deeper understanding and evaluation of development proposals, tax credit applications, and public-private partnership (P3) proposals. Their financial expertise includes the detailed analysis and negotiation of ground leases and municipal leasing contracts to support sound financial decision-making.
3. **Disposition and Surplus Land Act (SLA) Management:** Deodate manages the complete 360-degree SLA disposition process. They guide agencies from the initial analysis stage and creation of a digital data room to navigating procedural approvals. Their team coordinates board and council approvals, markets properties in compliance with SLA requirements, and oversees disposition approval and documentation with California's Housing and Community Development (HCD) department.
4. **Strategic Right-of-Way (ROW) Program Management:** Acting as an extension of agency leadership, Deodate coordinates multi-disciplinary teams, including acquisition, title, escrow, legal, and relocation professionals. They manage these teams to ensure schedule and budget compliance, minimizing litigation risks and keeping complex ROW projects on track.
5. **Transactional Management:** Deodate's Transactional Management service is centered on fiduciary responsibility to public funds. They ensure that agency properties intended for sale or lease achieve true market pricing. This includes handling extensive marketing efforts, managing negotiation processes (directly or via brokerage oversight), and monitoring adherence to pricing benchmarks. Their experienced team acts as stewards of public funds, achieving financially sound outcomes aligned with public expectations.
6. **Housing Program Strategies:** Deodate offers affordable housing consulting, including comprehensive solutions that address local housing needs through data-driven strategies and stakeholder engagement. By creating tailored housing plans and policies, Deodate helps governments, nonprofits, and private entities develop and sustain affordable housing options. Their approach combines real estate expertise with community-centered planning, focusing on housing affordability, anti-displacement strategies, and balanced mixed-income developments.
7. **Economic Development Strategy:** Stemming from their experience advising corporations nationally in their site selection and analysis exercises, they have

earned expertise as to what attributes lead a corporation to select one location versus another. From this viewpoint, they have been engaged by multiple local, regional and state agencies to create and execute strategies that position them for growth and compete in the attraction of business. Additionally, their real estate expertise allows them to view government real estate strategically and proactively in positioning it for potential economic development growth.

WHEREAS, the total compensation will be set at a not-to-exceed amount of \$150,000.00 for the following three years for Economic Development Services; and

WHEREAS, the term of this agreement will be through August 11, 2029.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF COMMERCE DOES HEREBY RESOLVE, DECLARE AND DETERMINE AS FOLLOWS:

Section 1. The City Council of the City of Commerce hereby finds and declares that the foregoing recitals are true and correct, and incorporates them herein as findings and as a substantive part of this Resolution.

Section 2. The First Amendment to the Economic Development Strategic Services Agreement between the City of Commerce and Deodate LLC is hereby approved in a form approved by the City Attorney. The Mayor is hereby authorized to execute the First Amendment for and on behalf of the City.

Section 3. The City Council hereby approves a budget amendment recognizing \$150,000 in additional Card Club revenues and increasing the Community Development Department's appropriations by \$150,000 to fund the Agreement.

Section 4. The Mayor is authorized to execute this Resolution for and on behalf of the City of Commerce.

Section 5. The City Clerk shall certify to the adoption of this Resolution.

Section 6. This Resolution shall take full force and effect immediately upon adoption by the City Council.

PASSED, APPROVED, AND ADOPTED this 11th day of August 2026.

Kevin Lainez, Mayor

ATTEST:

Eduardo Sarmiento, City Clerk