

RESOLUTION NO. _____

**A RESOLUTION OF THE CITY OF SANTA CLARA,
CALIFORNIA AUTHORIZING NEGOTIATIONS AND
EXECUTION OF AN INTERIM AGREEMENT FOR THE
OPERATION OF THE SANTA CLARA CONVENTION CENTER**

BE IT RESOLVED BY THE CITY OF SANTA CLARA AS FOLLOWS:

WHEREAS, City of Santa Clara executed a Management Agreement with the Santa Clara Chamber of Commerce & Convention-Visitors Bureau (Chamber) for the management and operation of the Santa Clara Convention Center (SCCC) in 1984;

WHEREAS, the management responsibilities of SCCC includes, among other items, the responsibility for performing services necessary to direct and manage all Convention Center operations including marketing and promoting the Center; booking of events; hiring of staff; and daily operations of the center including accounting, catering, security, janitorial, and maintenance;

WHEREAS, the City commissioned a performance audit on the management and operation of the Santa Clara Convention Center and Convention-Visitors Bureau and received audit findings on September 18, 2018;

WHEREAS, based on the audit findings, the Council directed the City Manager to issue a 180-day notice to terminate the Convention Center Management Agreement, while simultaneously engaging in a competitive procurement process for the management and operation of the Convention Center and take necessary actions to stabilize its operations and to minimize further impact to public resources and assets;

WHEREAS, on September 18, 2018, the City Manager issued a termination notice for the Convention Center Management Agreement with the termination being effective on March 18, 2019;

WHEREAS, on October 9, 2018, the Council approved the procurement strategy and Process Integrity Guidelines for the selection of a vendor to manage the Convention Center and/or the

Convention Visitors Bureau;

WHEREAS, on October 17, 2018, the City issued a Request for Proposal (RFP) to select a qualified firm to manage and operate the Santa Clara Convention Center and Convention Visitor Services;

WHEREAS, by the December 7, 2018 RFP deadline proposals were received from SMG and Global Spectrum L.P. dba Spectra Venue Management;

WHEREAS, SMG and Spectra submitted responses to both Phase 1 and Phase 2 RFP criteria, inclusive of a management fee proposal, as required by the City;

WHEREAS, following an evaluation process consisting of review of and scoring by a seven member evaluation panel of written qualifications; oral presentations; fee proposals and Best and Final Offers, staff has recommended the selection of Global Spectrum L.P. dba Spectra Venue Management (Spectra) as the operator of the Santa Clara Convention Center;

WHEREAS, the City will commence negotiations with a new operator for long term management services necessary to operate the Convention Center with the objective of execution of an Agreement to allow for a transition to a new operator as of March 18, 2019; and,

WHEREAS, the execution of a long term agreement may not be possible to allow for its implementation by March 18, 2019.

NOW THEREFORE, BE IT FURTHER RESOLVED BY THE CITY OF SANTA CLARA AS FOLLOWS:

1. That the City Manager is authorized to negotiate and execute a short term agreement with Global Spectrum L.P. dba Spectra Venue Management (Spectra); SMG or the Santa Clara Chamber of Commerce for the management and operation of the Santa Clara Convention Center for a term of up to ninety (90) days commencing on March 18, 2019 subject to 1) the review of the City Attorney for consistency of terms and approval of the form of agreement and 2) appropriation of funds.
2. Effective date. This resolution shall become effective immediately.

I HEREBY CERTIFY THE FOREGOING TO BE A TRUE COPY OF A RESOLUTION PASSED AND ADOPTED BY THE CITY OF SANTA CLARA, CALIFORNIA, AT A REGULAR MEETING THEREOF HELD ON THE ___ DAY OF _____, 2019, BY THE FOLLOWING VOTE:

AYES: COUNCILORS:

NOES: COUNCILORS:

ABSENT: COUNCILORS:

ABSTAINED: COUNCILORS:

ATTEST: _____

NORA PIMENTEL, MMC
ASSISTANT CITY CLERK
CITY OF SANTA CLARA

Attachments incorporated by reference:

1. Staff Report

SUPERSEDED