



Chicago Metropolitan Agency for Planning

Agenda Item 5.02

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MEMORANDUM

To: CMAP Board

From: Stephane Phifer
Interim Deputy, Finance and Administration

Date: March 1, 2024

Subject: Authorization to enter into a sole source contract with Urban Land Institute (ULI) for transportation and land use consulting services for a period of five years beginning July 1, 2024 and ending June 30, 2029 in an amount not to exceed \$200,000

Action Requested: Approval

In August of 2016 and in April of 2021, the CMAP Board authorized a sole source contract with the Urban Land Institute to support local planning projects by providing a mechanism by which CMAP can effectively engage development experts in the technical assistance the agency provides to communities throughout the region. Through the Urban Land Institute (ULI), the real estate development community provides a unique perspective and expertise on market feasibility and industry trends that impact local and regional transportation needs. ULI provides advice and guidance on prioritizing transportation projects and land use recommendations to attract private investment for locally and regionally significant development opportunities.

ULI is uniquely capable of providing this knowledgeable, respected, and unbiased, direct connection between communities and the development industry for meaningful discussions. ULI is a membership-based, non-profit global research and education firm focusing on providing leadership for "the responsible use of land and in creating and sustaining thriving communities worldwide." As a 501(c)(3) supported by a local and national membership base, ULI can provide objective technical assistance and support to a wide range of local communities and agencies such as CMAP.

The developer dialogue approach has consistently proven to be an efficient and effective way to bring expertise CMAP staff does not have to local communities. ULI's unique approach and resources are a nationally tested and well-respected method to engage development experts in planning and plan implementation processes. Critical to a developer dialogue's success is convening knowledgeable, respected, and unbiased private developers, allowing for honest and meaningful discussions between communities and the development industry. Their

membership base allows ULI to access a wide range of development expertise in the region and can customize each discussion to a specific community's needs and goals.

Staff explored other similar organizations but found that these organizations do not offer this type of service. The Urban Land Institute currently provides this unique service, which has been tested and utilized to develop meaningful results for the region's community partners.

ULI is uniquely positioned to convene representatives of the private development community for discussions that provide realistic guidance and advice that would otherwise not be available to a community. ULI provides this unique service in the Chicago region for a low cost that covers time and effort without profit. As part of their membership to the organization, the developers that participate in these discussions volunteer their time; therefore, there are no reimbursement costs associated with the development experts. As a non-profit organization, ULI's established practice precludes them from responding to requests for proposals on for-profit services. Therefore, if the sole source is not approved, ULI would be unable to provide the service; and it would not be feasible or cost-effective for CMAP to convene development expert panels to offer this perspective.

All work related to previously authorized contracts has been completed. ULI's service provides unique benefits to the communities CMAP works with through our technical assistance projects involving transportation and land use planning and implementation challenges related to locally and regionally significant development opportunities. Therefore, a sole source procurement is justified.

CMAP proposes to establish a contractual partnership with the Urban Land Institute (ULI) to provide guidance and advice to communities that have completed CMAP technical assistance projects on ways to attract investment, strengthen developer connections, and address local and regional transportation, economic development, and capacity issues. ULI will provide this service in several ways: a Developer Dialogue during or after the completion of a technical assistance project, a Technical Assistance Panel (TAP), or other efforts that address locally and regionally significant development opportunities. CMAP proposes to initiate the contract in a not to exceed amount of \$200,000 between July 1, 2024 and June 30, 2029, which is suitable to fund up to two Developer Dialogues each year of the contract term, or up to six full TAPs for the full contract term, and other efforts that address locally and regionally significant development opportunities. CMAP will identify the municipal partners through the technical assistance work conducted throughout the region. Services will be supported by UWP grant funds.

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