



# Monterey County

**Item No.**

## Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 21-034**

**February 23, 2021**

**Introduced:** 2/1/2021

**Current Status:** Agenda Ready

**Version:** 1

**Matter Type:** BoS Agreement

- a. Approve and authorize the Director of Health or the Assistant Director of Health to execute a Software License Agreement with CoStar Realty Information, Inc. for access to on-line information and analytics on commercial real estate for one (1) year term, upon execution, in the amount not to exceed, \$12,240.00; and
- b. Accept non-standard language (limitation of liability, no warranty, indemnification, no insurance) in the Agreement as recommended by the Director of Health; and
- c. Authorize the Director of Health or the Assistant Director of Health authority to sign three (3) future twelve (12)-month amendments to the Agreement under the same or similar terms that do not significantly alter the scope of work or increase the annual payments in excess of 10% per year over the original Agreement amount (\$1,224.00).

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Director of Health or the Assistant Director of Health to execute a Software License Agreement with CoStar Realty Information, Inc. for access to on-line information and analytics on commercial real estate for one (1) year term, upon execution, in the amount not to exceed, \$12,240.00; and
- b. Accept non-standard language (limitation of liability, no warranty, indemnification, no insurance) in the Agreement as recommended by the Director of Health; and
- c. Authorize the Director of Health or the Assistant Director of Health authority to sign three (3) future twelve (12)-month amendments to the Agreement under the same or similar terms that do not significantly alter the scope of work or increase the annual payments in excess of 10% per year over the original Agreement amount (\$1,224.00).

### SUMMARY/DISCUSSION:

CoStar is a provider of information, analytics and marketing services to the commercial real estate industry in the United States. The Company's suite of online service offerings include information about space available for lease, comparable sales information, tenant information, information about properties for sale, internet marketing services, analytical capabilities, information for client's websites, information about industry professionals and their business relationships, data integration and industry news. Its service offerings span all commercial property types, including office, industrial, retail, land, mixed-use and hospitality and multifamily.

The online services provided by CoStar are used to track and analyze changing market conditions and to identify both emerging business trends and opportunities, and where market conditions are declining. With the subscription to CoStar, staff will be able to track rental and lease rates for

industrial and land properties as well as rental market rates for multifamily housing. This subscription will also provide more than basic sales pricing and lease rates, it will provide the ability to perform comparison and list “Comps” or comparisons of like property much like a real estate appraiser performs and maps properties. CoStar’s exclusive mapping and market information provides detail down to the single transaction level and identifies the tenant in an existing building. CoStar provides the most comprehensive coverage of commercial real estate industry and market data.

CoStar’s non-standard risk provisions are an industry-wide accepted standard although not County standard. CoStar’s provision of services shall be provided through Web-based software and do not require the storage on the vendor’s server of County data. Therefore, CoStar’s services present a low risk to the County’s data security. Therefore, the Director of Health recommend the acceptance of CoStar’s non-standard risk provisions.

This work supports the Monterey County Health Department 2018-2022 Strategic Plan Initiatives: 3. Ensure access to culturally and linguistically appropriate, customer-friendly, quality health services. It also supports one of the ten essential public health services, specifically: 7. Link people to needed personal health services and assure the provision of health care when otherwise unavailable.

OTHER AGENCY INVOLVEMENT:

The office of County Counsel and the Auditor-Controller have reviewed and approve as to form and fiscal provisions, respectively.

FINANCING:

The funds for this Agreement are included in the Health Departments Administration (HEA014-8438) FY 2020-21 Adopted Budget and will be included in the Health Departments Administration (HEA014-8438) FY 2021-22, FY 2022-23 and FY 2023-24 Recommended Budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and


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communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Frances Stevens, Management Analyst II, 755-4532

Approved by:

DocuSigned by:  
  
Date: 2/3/2021 | 9:45 AM PST  
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Elsa Jimenez, Director of Health, 755-4526

Attachment:

Agreement is on file with the Clerk of the Board