



## Staff Report

**TO:** City Council  
**FROM:** Jennifer Ustation, Finance Director  
**DATE:** October 21, 2025  
**SUBJECT:** Approval of Professional Services Agreement with HDL Coren & Cone for Property Tax Consulting/Audit Services

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**Description:** Consideration and approval of a Professional Services Agreement with HDL Coren & Cone (Hinderliter) for property tax consulting and audit services on a single source basis.

### **Background and Analysis:**

The City of Beaumont relies on specialized property tax consulting and audit services to ensure the accuracy of allocations received from the County and to identify opportunities for maximizing revenues. Only a limited number of firms in California provide this highly specialized service. Among them, HDL Coren & Cone is recognized as one of the most experienced and reputable.

HDL has extensive qualifications and expertise in the area of property tax consulting, with decades of experience serving California cities and counties. The firm employs industry specialists with direct knowledge of county assessor practices, allocation formulas, and revenue recovery methods. Their proven track record of success, technical expertise, and superior service delivery uniquely position them to provide these services effectively for the City of Beaumont.

While there are other firms that technically provide property tax consulting, HDL offers specialized expertise and superior service in this sector. Their reputation, history of reliable performance, and demonstrated ability to deliver results to municipal clients make them the clear choice for the City.

Engaging HDL through a single source arrangement is in the best interest of the City. The City will benefit from:

- **Cost Efficiency:** HDL's methodologies are designed to identify additional revenue opportunities that more than offset the cost of their services.

- **Service Quality:** The firm has consistently provided exceptional client service, with a high degree of responsiveness and tailored support.
- **Specialized Expertise:** The staff assigned to the City, including Paula Cone as named in the agreement, bring unique insight into California's property tax system and allocation methodology.

The proposed Agreement provides for a five-year term, with the option for two additional one-year extensions subject to Council approval. Compensation under the Agreement shall not exceed \$218,885.

**Fiscal Impact:**

Funds for this contract are included in the Finance Department's professional services budget. The services are anticipated to support the City in identifying and preserving property tax revenue, potentially increasing overall General Fund resources.

The estimated cost to prepare this report is \$165.

**Recommended Action:**

Approve the Professional Services Agreement with HDL Coren & Cone for property tax consulting and audit services.

**Attachments:**

- A. Professional Services Agreement with HDL Coren & Cone
- B. Single Source Form