



### **Agenda Action Form Overview**

The Board is requested to approve a services contract with the Greater Durham Chamber of Commerce (Chamber) in the amount of \$265,000.00 for services related to Industrial Recruitment and Economic Development services, and to authorize the Manager to execute the contract. The County has contracted with the Chamber for these services for several years and both parties desire to continue this mutually-beneficial arrangement that has resulted in growth of industrial/economic tax base as well as increased job opportunities for the community and region.

### **Background/Justification**

The Board is requested to authorize the County Manager to execute the attached contract with the Greater Durham Chamber of Commerce (Chamber) for services related to industrial recruitment and economic development. The proposed compensation for this contract is in the amount of \$265,000.00. A proposed budget is attached regarding how the Chamber proposes to utilize these funds in pursuit of the specified tasks and outcomes on behalf of the County. Funds were recommended in the FY2018-2019 budget for this work and in the required amount.

As discussed with the BOCC during the recent budget process, County staff will continue working with Chamber staff through the coming months to develop more robust, outcome-based metrics for these services to better align this dimension of County Economic Development efforts with the recently-adopted DCo Strategic Plan goals and Managing For Results (MFR) processes. Additionally, we will be working towards a development of a potential multi-year contract with the Chamber to provide a more streamlined approach towards these new goals. These elements will be further discussed with the BOCC as we move through the new fiscal year.

It is worth noting the Chamber has in more than 110 years of history working to further the economic goals of the Durham community, having received its original charter from the North Carolina Secretary of State in April 1906. The original charter stated key purposes being “to advance and promote the business interests of Durham and its vicinity; to direct attention to its superior advantages; to induce capital to locate therein; to encourage and obtain the establishment therein of commercial, mercantile, and manufacturing industries...such as may be induced to locate in or near Durham...” These aims are similar current goals of working to recruit and induce target-segment industries to locate in the Durham community to continue economic advancement for the benefit of the community.

### **Policy Impact**

Staff finds that approval of the proposed contract to continue this partnership with the Chamber directly supports a number of County policy interests including those related to economic development, stable revenue growth, and desirable land-use/development. The proposal would have no known adverse policy impacts and would support Goal Areas 1, 4, and 5 by continuing the County’s long-standing commitment and leadership towards quality economic growth to enhance community and economic prosperity for all.



**Procurement Background**

The Chamber is a specialized Not-for-Profit organization, specifically formed in 1906 to promote and encourage the greater Durham area as a business destination to serve as a catalyst for ongoing economic growth and investment in the community as enumerated in the Scope of Services (attached).

**Type of purchase**

- ☐ Goods
- ☒ Services
- ☐ Architect, Engineer or Surveyor Services
- ☐ Construction and Repair

**Did this request for purchase go through a bid process? Yes ☐ No ☒**

*Goods: Bids required if  $\geq \$30,000$ , BOCC approval if  $\geq \$90,000$*

*Services: Bids required if  $\geq \$30,000$ , BOCC approval if  $> \$40,000$*

*Construction/Repair work: Bids required if  $\geq \$30,000$ , BOCC approval if  $\geq \$500,000$*

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.

If no, why?

- ☐ Sole source exemption
- ☐ Cooperative purchasing program exemption
- ☐ State and federal contract exemption
- ☐ Contract is an amendment to an existing contract
- ☒ Other (please explain)

**If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes ☒ No ☐**

If no, why?

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**Fiscal Impact**

It is proposed to execute a contract with the Chamber in the amount of \$265,000.00. These funds were recommended and budgeted within our Economic Development function as part of the FY2018-2019 budget, thus no adverse fiscal impact is anticipated from this proposal.

**Recommendation**



## **Durham County Government**

### **Agenda Action Form Supplemental Document – Contract Approval**

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The County Manager recommends that the Board approve the contract with the Chamber and authorize the County Manager to execute the contract with the Greater Durham Chamber of Commerce for the services as enumerated within the attached contract and Scope of Services.