



Legislation Text

File #: 18-0877, Version: 2

Item:

Approve Fiscal Year (FY) 2018-19 Contract with Greater Durham Chamber of Commerce for Industrial Recruitment and Economic Development Services

Date Of BOCC Meeting: June 25, 2018

Request For Board Action:

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 in the amount of \$265,000. 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 approved in the FY18-19 Manger's Recommended Budget for this work equaling the proposed amount.

Included with the supporting documentation are the Chamber's most recent quarterly report for the current year (2nd quarter, calendar year) that is in draft form until the current period is completed as well as a high-level end of year summary. The reports include the Chamber's metric actuals for the current year that were identified in their scope of services. Additional reports are available upon request. As discussed with the Board of County Commissioners during the recent budget process, staff will continue working with Chamber staff 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 goal of a multi-year contract with the Chamber to provide a more streamlined approach towards these new goals. These elements can be further discussed with the Board of County Commissioners as we move through the new fiscal year.

Alignment with Strategic Plan: This item aligns with Goal 4: Environmental Stewardship and Community Prosperity to promote and support the community and economic vitality for all residents.

Resource Persons: Andy Miracle, Economic Development Officer, Jay Gibson, General Manager and Geoff Durham, President of Greater Durham Chamber of Commerce

County Manager's Recommendation: The County Manager recommends that the Board authorize the Manager to execute the attached contract with the Greater Durham Chamber of Commerce (Chamber) for services related to industrial recruitment and economic development-related services \$265,000.

County Manager: _____