

BILL NO. _____

RESOLUTION NO. _____

A RESOLUTION DIRECTING THE CITY MANAGER TO NEGOTIATE A CONTRACT FOR SERVICES WITH THE INDEPENDENCE CHAMBER OF COMMERCE FOR BUSINESS RETENTION AND RECRUITMENT SERVICES AND TO PROVIDE PROPER NOTIFICATION TO THE INDEPENDENCE COUNCIL FOR ECONOMIC DEVELOPMENT OF THE CITY'S INTENT TO TERMINATE THE CURRENT OPERATING AGREEMENT.

WHEREAS, one of the four core goals of "Independence for All" is Growth, with a specific focus on increasing the economic prosperity of the community; and

WHEREAS, the objectives of the Growth goal are to attract and retain quality employers and to grow retail and commercial businesses; and

WHEREAS, the Independence Council for Economic Development (EDC) was created, in part, to assist the City of Independence (City) in expanding and diversifying the economic base of Independence through the attraction and retention of business and industry; and

WHEREAS, the current agreement between the City and EDC was entered into in 2019, covering a period of April 1, 2019 to June 30, 2020 and this Agreement is renewed each year thereafter for an additional one-year term from July 1 to June 30 each year, unless terminated by either party; and

WHEREAS, all compensation for the services of the EDC is subject to annual appropriation by the City; and

WHEREAS, the City currently expends \$170,000 for the services of the EDC and an additional \$10,000 as pass-through funds to the Kansas City Area Development Council, and;

WHEREAS, an opportunity exists to enhance the City's local economic development program while increasing efficiencies so that resources dedicated to business retention and recruitment can be maximized; and

WHEREAS, this opportunity is predicated on realigning the economic development services of the City under the umbrella of the Independence Chamber of Commerce, of which economic development is one of the six core missions for the organization; and

WHEREAS, this will reduce the duplication of operating expenses and staffing such as accounting & financial management, marketing, and administrative support services which are already existing with the Chamber; and

WHEREAS, maximizing the use of every dollar will result in a more efficient and effective economic development program and will support the goal of growing our local economy through the creation of jobs and attraction of private capital investment;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF INDEPENDENCE, MISSOURI, AS FOLLOWS:

SECTION 1. That the City Manager is directed to negotiate a contract for economic development services with the Independence Chamber of Commerce.

SECTION 2. That the City Manager is directed to notify the Independence Council for Economic Development of the reduction in the annual appropriation for economic development services and of the City's intent to terminate the contract for services between the Independence Council for Economic Development and the City of Independence as a result thereof..

SECTION 3. That as part of the contract negotiations with the Independence Chamber of Commerce, the City Manager is directed to include a scope of services that shall include the following services, at a minimum:

- A. Retain and expand existing employers in the City of Independence by providing research services, access to economic development tools, site location assistance, and other relevant expertise.
- B. Develop and execute comprehensive marketing program to promote economic activity in the City of Independence.
- C. Identify opportunities for employer attraction and pursue commercial and industrial development to increase number of quality jobs, median income, and utilities customers in the City of Independence.
- D. Proactively act as staff member of the City's Internal Economic Development Team by responding to and initiating, as needed, special projects, analysis and negotiation advice on economic development opportunities to recruit or retain business which strengthen the economic base of the city.
- E. Provide quarterly reports on job retention, job creation, and capital investment to the City Manager and City Council.
- F. Formulate and manage a business retention program to assess market risks and trends and develop tactics for business retention.

SECTION 4. That as a part of the contract negotiations with the Independence Chamber of Commerce, the City Manager is directed to include various performance measures to track the effectiveness of this arrangement, with measures to include, but not limited to, the following:

- 1. Total number of new businesses licenses issued annually.
- 2. Total number of annual business license renewals.
- 3. Total commercial permit valuation.
- 4. Total capital investment.
- 5. Total number of new jobs added and jobs retained.

PASSED THIS ____ DAY OF _____, 2022, BY THE CITY COUNCIL OF THE CITY OF INDEPENDENCE, MISSOURI.

Presiding Officer of the City Council
of the City of Independence, Missouri

ATTEST:

City Clerk

APPROVED AS TO FORM AND LEGALITY

City Counselor

REVIEWED BY:

City Manager