



Snohomish County Council

Committee: Finance
ECAF: 2021-0981
Proposal: Mot. 21-445

Analyst: Jim Martin
Date: December 6, 2021

Consideration:

Contract for economic development services with Economic Alliance Snohomish County.

Background

Economic Alliance Snohomish County (EASC) is a non-profit/private partnership of business, community, and government leaders committed to promoting the economic vitality and sustainability of Snohomish County. It engages in activities designed to encourage diversification and development of the area's economic base; to increase the area's tax base; and to encourage the retention of jobs and employment opportunities in private business, the creation of new business, and the attraction of businesses to Snohomish County.

Examples of 2022 deliverables, to be tracked in quarterly reports, in this contract include:

- A. Business recruitment and attraction metrics
 - a. Recruitment is one means of contributing to community growth and economic vitality through the recruitment of new employers to the County. Ultimate attraction success generally spans fiscal periods and is governed by environmental factors external to EASC, such as the world and regional economy, availability of land, ability of jurisdictions to provide competitive entitlement processes, and available utilities capacity all delivered on a competitive schedule. For that reason, the county bases its performance expectations on industry best practices and execution of tactics listed in the Scope of Work. Long term attractions success is also measured and reported to evaluate tactics and community competitive gaps.
- B. Existing business retention and expansion
 - a. Business retention and expansion (BRE) is designed to retain existing businesses, provide assistance, and support the expansion of growing business.
- C. Business assistance
 - a. Assistance to small and emerging businesses generate wealth and provide significant source of employment in today's high technology global economy.
- D. Readiness and capacity
 - a. The process of developing a shared operating framework and collective strategy and implementing plans to be best positioned for countywide economic development. This work involves consensus building and supports a community's leadership capacity for solving problems.
- E. Access to services

- a. Facilities including virtual and infrastructure supporting access to the program for prospects, affiliates, business, agencies, and other partners.

Current Proposal

This motion would authorize the County Executive to sign a contract with Economic Alliance Snohomish County to continue implementation of an approved economic development plan for Snohomish County.

Duration: January 1, 2022 through December 31, 2022

Fiscal Implications: \$150,000

2022 Budget:

Is this in the current year budget: Yes

Future Budget Impacts: N/A

Handling: Expedite

Approved-as-to-form: Yes

Risk Management: Yes

Executive Recommendation: Approval

Attachments: Refer to the submitted ECAF that includes the following attachments:

- (1) Proposed Motion.
- (2) Proposed Contract and schedules

Amendments: NONE.

Request: Move to GLS December 15th for consideration.