



Staff Report

TO: Honorable Mayor and Members of the Town Council
FROM: Sean Rabé, Town Manager
DATE: April 9, 2019
RE: Greater Sacramento Economic Council Membership

Recommendation

Staff recommends the Town Council adopt a resolution authorizing the Town Manager to execute an Economic Development Agreement with the Greater Sacramento Area Economic Council and the Town of Loomis for a term of one year for a total not-to-exceed amount of \$2,730.

Issue Statement and Discussion

Economic development efforts are critical for the Town of Loomis to ensure adequate revenue for Town operations as well as a vibrant, healthy, and diverse local economy. The Town's ability to successfully market Loomis as a business location is affected by several factors, including our small staff size and by the success of the Sacramento region as a whole. Therefore, it is recommended the Town partner with the Greater Sacramento Area Economic Council ("Greater Sacramento") to provide advanced analytics, marketing and business development.

Greater Sacramento is a non-profit regional economic development organization whose mission and purpose is to market the Sacramento region statewide, nationally, and internationally, on behalf of its business and government members, in order to retain, attract, grow, and create sustainable businesses throughout the region's six counties: El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba, and the 23 cities therein.

Greater Sacramento is guided by and strategically focused on the following specific long-range goals:

1. Develop and utilize in-depth data and analytics to guide strategic economic development efforts and improve the region's competitive position.
2. Strategically market the region to generate qualified company prospects in targeted economic clusters.
3. Leverage public and private partners and resources to locate qualified prospects.

Greater Sacramento has identified four primary policies regarding economic development retention and expansion:

1. Greater Sacramento's primary role is developing the Sacramento Region's market intelligence strategy for high-wage, base industry clusters in coordination with representatives of local communities.

2. Retention and expansion of existing businesses within communities is primarily a local issue, but Greater Sacramento will confidentially assist local leaders on these projects.
3. Greater Sacramento will support communities' efforts to retain and expand existing businesses through coordinating regional support and providing research on key retention and expansion projects, as requested by the local community.
4. Greater Sacramento will advise communities when an existing company contacts Greater Sacramento regarding a retention or expansion issue, subject to any legal and/or contractual non-disclosure obligations.

Some key terms of the Agreement (Attachment B) are as follows:

1. Board of Directors Representation: The Town shall be entitled to appoint one Director to Greater Sacramento's Board of Directors, and the appointee shall be the current Mayor or Town Manager
2. Economic Development Directors Taskforce (EDDT) Representation: The Town shall be entitled to participate in Greater Sacramento's EDDT, which advises Greater Sacramento's President and CEO, by appointing the Town Manager (or other such designee of the Town Manager) as its representative to the Taskforce.
3. Performance Targets: Specific performance targets shall be established by Greater Sacramento's Board of Directors and shall be used to evaluate and report progress on Greater Sacramento's implementation of strategic action plans. Greater Sacramento will provide regular reports to its members detailing its progress in implementing such plans.
4. Participation in Marketing Events: The Town shall be entitled to participate in all of Greater Sacramento's marketing and promotional events.
5. Provision of Assistance: Upon the Town's request, Greater Sacramento will provide assistance and support to the Town for specific business location projects which it initiates.

As of this staff report, all jurisdictions in Placer County, with the exception of Colfax, have fully executed agreements with Greater Sacramento. Most nearby jurisdictions near the Town are also members.

CEQA Requirements

There are no CEQA implications with the recommended action.

Financial and/or Policy Implications

The Town agrees to pay \$2,730 for membership services to be provided by Greater Sacramento pursuant to the Agreement during the first fiscal year ending on June 30, 2020, as set forth in the Agreement. This amount is based on \$0.40 per capita applied to the Town's population as reported in the 2018 population estimates from the California Department of Finance Demographic Research Unit, which listed Loomis as having a population of 6,824. This amount can be accommodated in the Economic Development budget.

It should be noted that similar analytic programs offered by consulting firms would cost the Town about \$8,000 annually, and do not include the marketing and outreach efforts that Greater Sacramento provides.

Attachments

- A. Resolution
- B. Agreement
- C. Greater Sacramento Presentation
- D. Greater Sacramento Community Benefit Report for Loomis
- E. Greater Sacramento Board of Directors List

TOWN OF LOOMIS

RESOLUTION NO. 19 – ___

A RESOLUTION OF THE TOWN COUNCIL OF THE TOWN OF LOOMIS AUTHORIZING THE TOWN MANAGER TO EXECUTE AN ECONOMIC DEVELOPMENT AGREEMENT WITH THE GREATER SACRAMENTO AREA ECONOMIC COUNCIL AND THE TOWN OF LOOMIS FOR A TERM OF ONE YEAR FOR A TOTAL NOT-TO-EXCEED AMOUNT OF \$2,730

WHEREAS, economic development efforts are critical for the Town of Loomis to ensure adequate revenue for Town operations and to create a vibrant, healthy and diverse local economy; and

WHEREAS, in support of regional economic development efforts, the Town believes that partnering with the Greater Sacramento Area Economic Council ("Greater Sacramento"), a non-profit corporation, will be fruitful and complement the Town's existing economic development efforts; and

WHEREAS, Greater Sacramento is working through a public-private partnership of local business and governments to retain, attract, grow, and create sustainable businesses throughout the region's six counties: El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba, and the 23 cities therein; and

WHEREAS, Greater Sacramento will work closely with the Town to assist in retention and expansion of existing businesses, develop the Sacramento Region's market intelligence strategy for high-wage, base industry clusters in coordination with the Town, provide research on key retention and expansion projects, and be an overall economic development resource for the Town.

NOW, THEREFORE, BE IT RESOLVED that the Town Council of the Town of Loomis hereby authorizes the Town Manager to execute an agreement between the Greater Sacramento Area Economic Council and the Town of Loomis for economic development activities.

PASSED AND ADOPTED this 9th day of April 2019, by the following roll call vote:

AYES:
NOES:
ABSENT:
ABSTAINED:

Mayor

ATTEST:

Town Clerk

**ECONOMIC DEVELOPMENT AGREEMENT BETWEEN
THE GREATER SACRAMENTO ECONOMIC COUNCIL
AND THE TOWN OF LOOMIS**

This Economic Development Agreement (“Agreement”) is entered into by and between the Town Council of Loomis, a California Municipality (the “Public Jurisdiction”), and the Greater Sacramento Economic Council (“Greater Sacramento”), a California non-profit corporation (each a “Party” and collectively referred to as the “Parties”). The Agreement shall be effective (“Effective Date”) upon signature of both Parties.

NOW, THEREFORE, in consideration of the mutual promises contained herein, the Public Jurisdiction and Greater Sacramento agree as follows:

I. RESPONSIBILITIES OF GREATER SACRAMENTO

A. MISSION: Greater Sacramento is an economic development organization working through a public-private partnership of local businesses and governments to retain, attract, grow, and create sustainable businesses in the six-county Sacramento Region, including El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba Counties and the 23 cities therein.

B. GOALS: Greater Sacramento is guided by and strategically focused on the following specific long-range goals:

1. Develop and utilize in-depth data and analytics to guide strategic economic development efforts and improve the region’s competitive position.
2. Strategically market the region to generate qualified company prospects in targeted economic clusters.
3. Leverage public and private partners and resources to locate qualified prospects.

C. RETENTION AND EXPANSION POLICY:

1. Greater Sacramento’s primary role is developing the Sacramento Region’s market intelligence strategy for high-wage, base industry clusters in coordination with representatives of local communities.
2. Both Parties understand that retention and expansion of existing businesses within communities is primarily a local issue, but Greater Sacramento will confidentially assist local leaders on these projects.
3. Greater Sacramento will support communities’ efforts to retain and expand existing businesses through coordinating regional support and providing research on key retention and expansion projects, as requested by the local community.
4. Greater Sacramento will advise communities when an existing company contacts Greater Sacramento regarding a retention or expansion issue, subject to any legal and/or contractual non-disclosure obligations.

D. ACTION PLANS: In accordance with the Mission, Goals, and Retention and Expansion Policy set forth above and subject to the availability of adequate funding, Greater Sacramento shall implement strategic action plans adopted by its Board of Directors and Economic Development Directors Taskforce (EDDT). The Public Jurisdiction shall be entitled to provide input on these action plans through its participation in these advisory groups as specified in Sections III.A. and III.B. of this Agreement. The Public Jurisdiction acknowledges and agrees that Greater Sacramento may, in its reasonable judgment in accordance with its own practices and procedures, substitute, change, reschedule, cancel, or defer certain activities as required by a result of changing market conditions, funding availability, or other circumstances beyond Greater Sacramento's reasonable control.

E. PERFORMANCE TARGETS: Specific performance targets shall be established by Greater Sacramento's Board of Directors and shall be used to evaluate and report progress on Greater Sacramento's implementation of strategic action plans. Greater Sacramento will provide regular reports to the Public Jurisdiction detailing its progress in implementing such plans. As required by a result of changing market conditions, funding availability, or other circumstances beyond Greater Sacramento's reasonable control, these performance targets may be revised with the approval of the Board of Directors or a majority of the designated members of Greater Sacramento's EDDT.

F. ECONOMIC DEVELOPMENT DIRECTORS TASKFORCE (EDDT): Greater Sacramento will organize and lead the Economic Development Directors Taskforce (EDDT), which will develop and follow set protocol for issues such as: business attraction, retention, and expansion; external marketing and communications; and permitting streamlining. The Public Jurisdiction may appoint one representative to the taskforce as outlined in Section III.B. of this Agreement.

II. RESPONSIBILITIES OF THE PUBLIC JURISDICTION

A. STAFF SUPPORT OF GREATER SACRAMENTO'S EFFORTS: The Public Jurisdiction shall provide staff support to Greater Sacramento's economic development efforts as follows:

1. The Public Jurisdiction shall respond to leads or prospects referred by Greater Sacramento in a professional manner within the time frame specified by the lead or prospect if the Public Jurisdiction desires to compete and if the lead is appropriate for the Public Jurisdiction. When possible, the Public Jurisdiction agrees to provide its response in the format developed jointly by Greater Sacramento and the EDDT.
2. The Public Jurisdiction shall provide appropriate local hospitality, tours, and briefings for prospects visiting sites in the Public Jurisdiction.
3. The Public Jurisdiction shall provide an official economic development representative to represent the Public Jurisdiction on the EDDT, which advises Greater Sacramento's President & CEO.
4. The Public Jurisdiction shall cooperate in the implementation of Greater Sacramento/EDDT process improvement recommendations including presentation

formats, exchange of information on prospects with Greater Sacramento staff, use of shared data systems, land and building databases, and private sector real estate industry interfaces.

5. The Public Jurisdiction shall use its best efforts to respond to special requests by Greater Sacramento for specific information about the Public Jurisdiction within the time frame specified in such request.
6. In order to enable Greater Sacramento to be more sensitive and responsive to the Public Jurisdiction's requirements, the Public Jurisdiction shall, at its sole option, deliver to Greater Sacramento copies of any economic development strategies approved by the Public Jurisdiction, work plans, programs, and evaluation criteria. Greater Sacramento shall not disclose the information to outside parties.
7. The Public Jurisdiction shall use its best efforts to cause an economic development professional representing the Public Jurisdiction to attend all marketing events and other functions to which the Public Jurisdiction has committed itself.
8. The Public Jurisdiction agrees to work with Greater Sacramento to improve the Public Jurisdiction's competitiveness and market readiness to support the growth and expansion of targeted industries.

B. RECOGNITION OF GREATER SACRAMENTO: The Public Jurisdiction agrees to recognize Greater Sacramento as the Public Jurisdiction's officially designated regional economic development organization.

III. ADDITIONAL AGREEMENTS OF THE PARTIES

A. BOARD OF DIRECTORS REPRESENTATION: The Public Jurisdiction shall have a single voting representative on the Greater Sacramento Board of Directors so long as such Director will not cause Greater Sacramento to exceed the maximum number of authorized Directors. The Director under this paragraph shall be the highest-ranking non-elected official with the Public Jurisdiction. This highest-ranking non-elected official shall be permitted to delegate his or her position as Director to the highest-ranking elected official with the Public Jurisdiction to serve as an alternate to the Director, provided, however, that in the case that the Public Jurisdiction is a county, the highest-ranking elected official designated by the highest-ranking non-elected official may be any one of the county supervisors and need not be the chair of the county supervisors. Any such Director (the representative or his or her alternate) will be qualified to serve on the Board of Directors only if the Public Jurisdiction remains current on its annual contribution at an amount equal to or greater than its full formula allocation as determined from time to time by the Board of Directors and laid out in this contract in Section III.E.1., and as long as the Public Jurisdiction makes a long-term commitment to assist and carry out the mission and purpose of Greater Sacramento and fulfills the additional requirements set forth in this Agreement.

B. ECONOMIC DEVELOPMENT DIRECTORS TASKFORCE (EDDT) REPRESENTATION: The Public Jurisdiction shall also appoint one (1) economic development professional from its staff, local economic development partner organization, or other qualified community member, subject to the approval of Greater Sacramento, to

represent the Public Jurisdiction on Greater Sacramento's Economic Development Directors Taskforce (EDDT), which advises Greater Sacramento's President & CEO.

C. PARTICIPATION IN MARKETING EVENTS: Representative(s) of the Public Jurisdiction shall be entitled to participate in Greater Sacramento's marketing events provided that such participation shall not be at Greater Sacramento's expense.

D. PROVISION OF ASSISTANCE: When requested and appropriate, Greater Sacramento will use its best efforts to provide assistance and support to the Public Jurisdiction's economic development staff for business location prospects identified and qualified by the Public Jurisdiction and assist the Public Jurisdiction with presentations to prospects in the Public Jurisdiction or corporate locations.

E. COMPENSATION:

1. The Public Jurisdiction agrees to pay \$2,730.00 for services to be provided by Greater Sacramento pursuant to the Agreement during the fiscal year ending on June 30, 2020, as set forth in this Agreement. This amount is based on \$0.40 per capita applied to the Public Jurisdiction's population as reported in the [2018] population estimates from the California Department of Finance Demographic Research Unit, which listed the Public Jurisdiction as having a population of 6,824. Any adjustment to this formula shall be reviewed and approved by the Board of Directors and presented in writing to the Public Jurisdiction for approval.

2. Nothing herein shall preclude the Public Jurisdiction from contracting separately with Greater Sacramento for services to be provided in addition to those to be provided hereunder, upon terms and conditions to be negotiated by the Public Jurisdiction and Greater Sacramento.

3. Greater Sacramento shall submit annual invoices to the Public Jurisdiction on or before July 1 each year. To allow the Public Jurisdiction to budget appropriately, Greater Sacramento shall submit to the Public Jurisdiction a letter indicating the rate structure and full contribution amount no later than May 1 each year. The Public Jurisdiction shall submit full payment within the first quarter of its fiscal year beginning July 1. The Public Jurisdiction is entitled to receive annual audit reports for Greater Sacramento and financial reports at Board of Directors meetings held at least four (4) times per year.

F. COOPERATION:

1. The purpose of this Agreement is to set forth the regional economic development program that Greater Sacramento agrees to undertake, the support that the Public Jurisdiction agrees to provide, the respective roles of Greater Sacramento and the Public Jurisdiction, and the payments of the Public Jurisdiction to Greater Sacramento for the fiscal year ending June 30, 2020.

2. The parties acknowledge that Greater Sacramento is a cooperative organization effort between Greater Sacramento and local communities. Accordingly, the Public Jurisdiction and Greater Sacramento covenant and agree to work together

in a productive and harmonious manner, to cooperate in furthering Greater Sacramento's goals for the 2019-2020 fiscal year.

3. The Public Jurisdiction agrees to work with Greater Sacramento, as necessary or appropriate, to revise the performance measures, benchmarks, and/or goals for the FY 2019-2020 contract.

IV. GENERAL PROVISIONS

- A. **INDEMNIFICATION AND HOLD HARMLESS:** During the term of this Agreement, Greater Sacramento shall indemnify, defend, hold, protect, and save harmless the Public Jurisdiction and any and all of its elected officials, officers, and employees from and against any and all actions, suits, proceedings, claims and demands, loss, liens, costs, expense, and liability of any kind and nature whatsoever, for injury to or death of persons, or damage to property, including property owned by Public Jurisdiction brought, made, filed against, imposed upon, or sustained by the Public Jurisdiction, its officers, or employees arising out of a third party action, suit, proceeding, claim or demand caused by the negligent performance of Greater Sacramento's obligations under this Agreement.

Any party entitled to indemnity shall promptly notify Greater Sacramento's President & CEO in writing of the existence of any claim, demand, or other matter to which Greater Sacramento's indemnification obligations would apply, shall investigate and mitigate the harm, and shall cooperate with and give to Greater Sacramento a reasonable opportunity to defend the same at its own expense and with counsel reasonably satisfactory to the indemnified party. To the extent that notice is not timely provided to Greater Sacramento and Greater Sacramento is prejudiced thereby, Greater Sacramento's indemnification obligations shall be reduced accordingly.

Nothing in this Subsection A shall be deemed to provide indemnification to any indemnified party with respect to any liabilities arising from the fraud, negligence, omissions, wrongful acts or willful misconduct of such indemnified party (including its officials, officers, employees and agents).

Greater Sacramento's aggregate liability arising out of or relating to this Agreement, regardless of the form of the cause of action, whether in contract, tort, statute or otherwise, shall be subject to the other terms of this Agreement and shall in no event exceed the amounts paid by the Public Jurisdiction to Greater Sacramento for services to be provided by Greater Sacramento pursuant to the Agreement during the fiscal year ending on June 30, 2020, as set forth in this Agreement.

Notwithstanding anything to the contrary contained in this Agreement, to the full extent permitted by applicable law, Greater Sacramento shall not, under any circumstances, be liable for any claim for any consequential, incidental, indirect, punitive, exemplary or special damages of any nature whatsoever, or for any damages resulting from, arising out of, or in connection with any delays, loss of data, lost revenues, lost profits, interference, interruption of service, or loss of business or anticipatory profits, regardless of the form of action, whether in contract, tort, strict liability or otherwise.

- B. INSURANCE:** Greater Sacramento shall procure and maintain for the duration of this Agreement, at Greater Sacramento's own cost and expense, insurance against claims for injuries to persons or damages to property which may arise from or in connection with this Agreement by Greater Sacramento, its agents, representatives, employees, or contractors.
- C. EQUAL EMPLOYMENT OPPORTUNITY:** During the performance of this Agreement, Greater Sacramento will not discriminate against any employee or applicant for employment because of race, color, religion, creed, sex (including pregnancy, childbirth, and related medical conditions), sexual orientation and identity, national origin, ancestry, age, genetic information, citizenship, medical condition or illness, AIDS/HIV, ethnic background, physically or mentally disabled, retaliation, criminal record, military or veteran status, marital status, or political activities or affiliations, status as a victim of domestic violence, sexual harassment, assault, or stalking. Greater Sacramento also makes reasonable accommodations for handicapped and disabled employees. Finally, Greater Sacramento prohibits the harassment of any individual on any basis listed above, or any other consideration made unlawful by federal, state or local laws. All such discrimination is unlawful and will not be tolerated.
- D. NONLIABILITY OF OFFICIALS AND EMPLOYEES:** No member, official, or employee of the Public Jurisdiction will be personally liable to Greater Sacramento, or any successor in interest, in the event of any default or breach by the Public Jurisdiction or for any amount which may become due to Greater Sacramento or successor, or on any obligation under the terms of this Agreement. No member, official, or employee of Greater Sacramento will be personally liable to the Public Jurisdiction, or any successor in interest, in the event of any default or breach by Greater Sacramento or for any amount which may become due to the Public Jurisdiction or successor, or on any obligation under the terms of this Agreement.
- E. NOTICE:** Any notice or other communication provided for herein or given hereunder to a Party hereto shall be in writing or delivered by electronic transmission, as designated by each Party, using the contact information below. Notices or communications in writing shall be given in person, by overnight courier, or by mail (registered or certified mail, postage prepaid, return-receipt requested) to the respective Parties. Notices or communications may be delivered by electronic mail or facsimile, as designated by each Party, in a manner that creates a record that is capable of being retained, retrieved, and reviewed, and that may thereafter be rendered into clearly legible tangible form, unless or until either party revokes consent of use of that means of transmission for communications or either Party is unable to deliver communications by that means.

If to Greater Sacramento:

Greater Sacramento Economic Council
Attn: Chief Executive Officer
400 Capitol Mall, Suite 2520
Sacramento, CA 95814

If to the Public Jurisdiction:

Attn: _____

F. CONFIDENTIAL INFORMATION: Both Parties agree, during the term of this Agreement and thereafter, to hold in strictest confidence, and not to use, except for the benefit of the other Party, or to disclose to any person, firm, or corporation without the prior written authorization of either Party, any Confidential Information of either Party, except (i) as may be legally required to respond to a request pursuant to the California Public Records Act (provided, however, the Parties acknowledge and agree that Greater Sacramento is not subject to the California Public Records Act), or (ii) in accordance with a judicial or governmental order, provided, however, that, to the extent reasonably possible, Public Jurisdiction shall give Greater Sacramento reasonable notice prior to making any such disclosure under (i) or (ii) above so Greater Sacramento may contest or seek a protective order (including, without limitation, a temporary restraining order) to prevent such disclosure if it so chooses, and provided further that Public Jurisdiction shall disclose only that portion of the Confidential Information that it is legally required to disclose. “Confidential Information” means any of Greater Sacramento/the Public Jurisdiction’s proprietary and/or confidential information, technical data, trade secrets, or know-how, including, but not limited to, research, product plans, products, services, client lists, markets, trade secrets, software, developments, inventions, processes, formulas, technology, designs, drawings, engineering, hardware configuration information, marketing, finances, billing, charging, or other business information disclosed to one Party by the other, either directly or indirectly, which is designated as confidential or that reasonably should be understood to be confidential given the nature of the information and the circumstances of disclosure. Either Party may use the Confidential Information to the extent necessary for negotiations, discussions, and consultations with authorized personnel or authorized representatives or for any other purpose that either Party may hereafter authorize in writing; provided, however, that such authorized use does not create any license to use or disclose such Confidential Information except as explicitly granted by either Party. The Parties acknowledge that they are neither responsible nor liable for any business decisions made by the other Party in reliance upon any Confidential Information. The Parties make no representations or warranties, express or implied, with respect to the accuracy or completeness of the Confidential Information. The Parties agree that in the event of any breach or threatened breach of this Section, either Party may obtain, in addition to any other legal remedies, which may be available, such equitable relief as may be necessary to protect it against any such breach or threatened breach.

G. OWNERSHIP OF WORK PRODUCT: Public Jurisdiction acknowledges and agrees that all work product or deliverables prepared for, arising from, related to, or incorporated in the services to be provided by Greater Sacramento including, without limitation, all ideas, concepts, inventions, expressions, information, material, works of authorship, plans, programs, programming code, systems, work notes, drafts, specifications, design documents, flow charts, software programs, analyses, data, surveys, print copy, artwork, plates, photo negatives and positives, boards, preliminary outlines, sketches, letters, invoices, proposals, databases, and reports (collectively, “Work Product”) shall be owned

solely and exclusively by Greater Sacramento, including without limitation, all corrections, modifications, and derivative works to such Work Product. The Work Product shall be considered Greater Sacramento's Confidential Information.

H. REPRESENTATIONS AND WARRANTIES: The Parties each represent and warrant as follows:

1. Each Party has full power, authority, and right to perform its obligations under the Agreement.
2. This Agreement is a legal, valid, and binding obligation of each Party, enforceable against it in accordance with its terms (except as may be limited by bankruptcy, insolvency, moratorium, or similar laws affecting creditors' rights generally and equitable remedies).
3. Entering into this Agreement will not violate the charter or bylaws of either Party or any material contract to which that Party is also a party or any law applicable to a Party.

I. RELATIONSHIP OF THE PARTIES; BENEFICIARIES: Nothing in this Agreement will be deemed to create an agency, employment, partnership, fiduciary or joint venture between the Parties. No Party (nor any agent or employee of that Party) shall make any representations or warranties or incur any liability on behalf of the other Party. There are no third-party beneficiaries of this Agreement.

J. MODIFICATIONS: No amendment, change, or modification of this Agreement shall be valid unless in writing and signed by both Parties.

K. ASSIGNMENT: This Agreement and the services contemplated hereunder are personal to Greater Sacramento and the Public Jurisdiction and neither Party shall have the right or ability to assign, transfer, or subcontract any rights or obligations under this Agreement without the advanced written consent of the other Party. This Agreement will be binding upon and inure to the benefit of the parties hereto, their successors, and assigns.

L. GOVERNING LAW: This Agreement shall be governed by the laws of the State of California.

M. COUNTERPARTS/ELECTRONIC SIGNATURES: This Agreement may be executed in one or more counterparts, each of which shall be deemed an original but all of which shall constitute one and the same instrument. For purposes of this Agreement, use of a facsimile, e-mail, or other electronic medium shall have the same force and effect as an original signature.

N. SEVERABILITY: Whenever possible, each provision of this Agreement will be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Agreement is held to be invalid, illegal, or unenforceable in any respect under any applicable law or rule in any jurisdiction, such invalidity, illegality, or unenforceability will not affect any other provision or any other jurisdiction, but this

Agreement will be reformed, construed, and enforced in such jurisdiction as if such invalid, illegal, or unenforceable provisions had never been contained herein.

- O. ENTIRE AGREEMENT, WAIVERS, AND AMENDMENTS:** This Agreement integrates all of the terms and conditions mentioned herein or incidental hereto, and supersedes all negotiations or previous agreements between the parties with respect to all or any part of the subject matter hereof.

All waivers of the provisions of this Agreement must be in writing and signed by the appropriate authorities of the Public Jurisdiction or Greater Sacramento, and all amendments hereto must be in writing and signed by the appropriate authorities of the parties hereto.

[SIGNATURES ON FOLLOWING PAGE]

The Agreement is executed as follows:

I, _____, acknowledge that I am the _____ of _____, _____, and as such officer, being authorized so to do, execute the foregoing instrument for the purposes therein contained, by signing as such officer.

By: _____

Date: _____

Attest:

Approved as to Form:

I, Barry Broome, acknowledge that I am the President & CEO of the Greater Sacramento Economic Council, a California nonprofit corporation, and as such officer, being authorized so to do, execute the foregoing instrument for the purposes therein contained, by signing as such officer.

GREATER SACRAMENTO ECONOMIC COUNCIL,
A California nonprofit corporation

By: _____

Date: _____

Barry Broome, President & Chief Executive Officer



GREATER SACRAMENTO
ECONOMIC COUNCIL

ORGANIZATIONAL OVERVIEW AND ECONOMIC DEVELOPMENT AGREEMENT

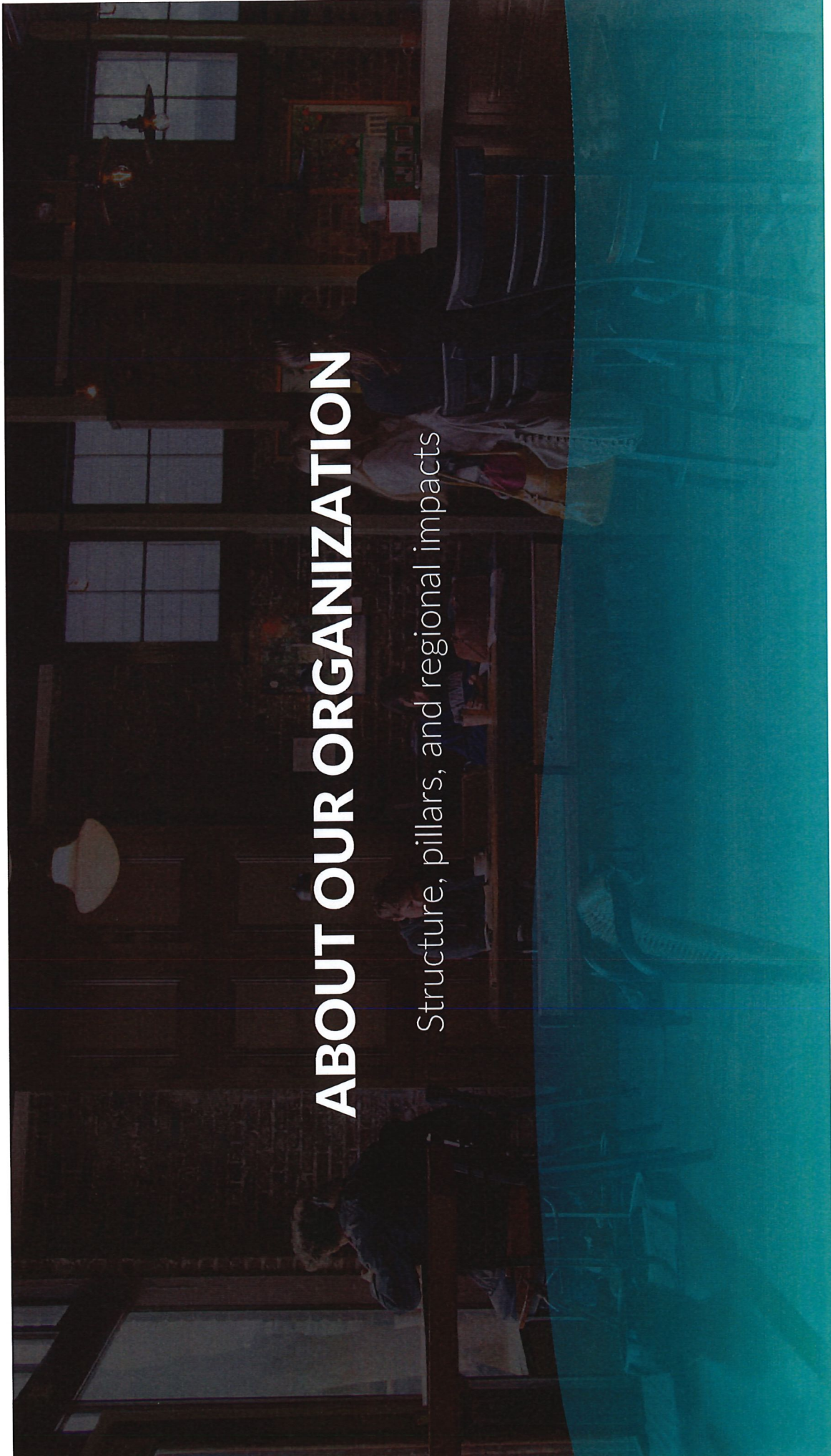
Town of Loomis City Council

April 9, 2019

selectsacramento.com

ABOUT OUR ORGANIZATION

Structure, pillars, and regional impacts



OUR PUBLIC/PRIVATE PARTNERSHIP

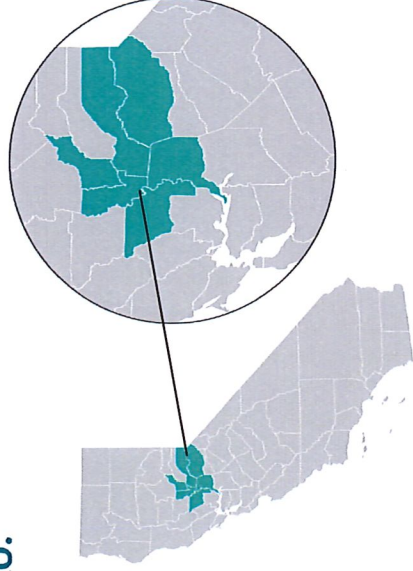
The Greater Sacramento Economic Council is the catalyst for innovative growth strategies in the Capital Region

Counties:

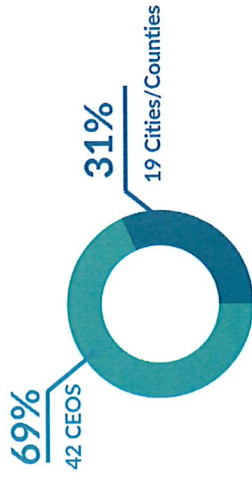
El Dorado, Placer, Sacramento, Sutter, Yolo and Yuba

Primary functions are to:

- Retain business
- Attract business
- Grow business
- Create jobs
- Grow investments
- Develop industries



BOARD REPRESENTATION



BOARD INVESTMENT



PARTNERS DRIVE ORGANIZATIONAL SUCCESS



Competitiveness Council – Leading strategic discussions

Industry Councils – Helping to develop approaches for target industry growth

Champions Program:

A manner for education and engagement of the general public and stakeholders, as well as a way to offer higher level connectivity for Certified Champion investors.

Economic Development Directors Taskforce:

Monthly connectivity with all community economic development staff leaders and support through research, marketing/public relations and business development services.

INTERNAL ORGANIZATIONAL PILLARS

01

Engagement

Board, Councils,
Champions, Economic
Development Directors
Taskforce, Community
Programs

02

Research

Identifying economic
trends, tracking and
analyzing critical
statistics and building a
value proposition

03

Marketing & PR

Telling our story on a
local, regional and
national platform for
brand awareness and
economic development

04

Business development

Lead generation,
prospect handling,
project management,
deal closing, and job
creation

FY2018/19 ACTION PLAN

STRATEGIC INITIATIVES SUPPORTING OUR PILLARS



**REGIONAL
BRAND**



**BUSINESS
CLIMATE**



INFRA-STRUCTURE



**WORKFORCE
DEVELOPMENT**



**ADVANCED
CLUSTERS**

Board of Directors | Competitiveness Council | Champions | Young Professionals Council | Higher Education Innovation Council | Economic Development Directors Taskforce | Food And Agriculture Innovation Council | Health & Life Sciences Innovation Council

Conversations With The Community
Community Forum | Annual Dinner
Asset Tours | Site Selector Familiarization Tour

THE COMMUNITY AS A MARKET



Eliminating barriers to entry

Access to assets

- Leveraging partnership of member communities and 44 CEO's
- Creating a seamless process for company locates through delivery systems
- Easy higher education interface
- Brand development of the market
- All economic benefits are shared – no community is its own economy

SUBMARKET, REGION AND MEGAREGION MARKET

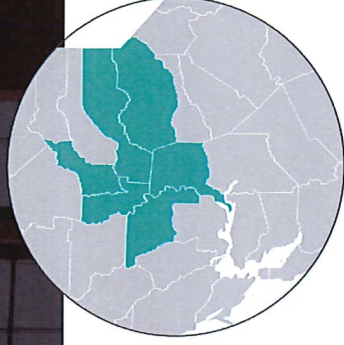
REGION SNAPSHOT

- \$142.4 billion GRP
- 2.5 million population
- 1.2 million jobs

GSEC UNIQUE ROLE

- Manage economic data evidence for the region
- Delivers site selector strategy
- Opens new markets – foreign and domestic
- Changes local economy with centers of excellence
- Coordinates communities

ECONOMIES ARE REGIONAL



When GSEC helps a company locate within the region, every community experiences economic growth due to resident activity spanning multiple jurisdictions.

Where People Work

	El Dorado	Placer	Sacramento	Sutter	Yolo	Yuba
Where People Live	52%	3.4%	3.2%	0.7%	1.1%	0.8%
	4.7%	39%	7.7%	4.4%	3.6%	6.1%
	19%	29%	62%	6.6%	30%	6.6%
	0.5%	1.3%	1.0%	48%	2.3%	27%
	1.0%	1.7%	3.9%	2.5%	33%	1.9%
	0.4%	1.5%	0.6%	14%	1.1%	36%

SHARED ECONOMIC IMPACTS OF JOB GROWTH

Year to date FY18/19 locates through Greater Sacramento have provided shared economic benefit across the region, spurring in Loomis:

- ~17 Jobs
- ~\$47,448 in local tax revenue
- ~\$2.4 m in economic impact

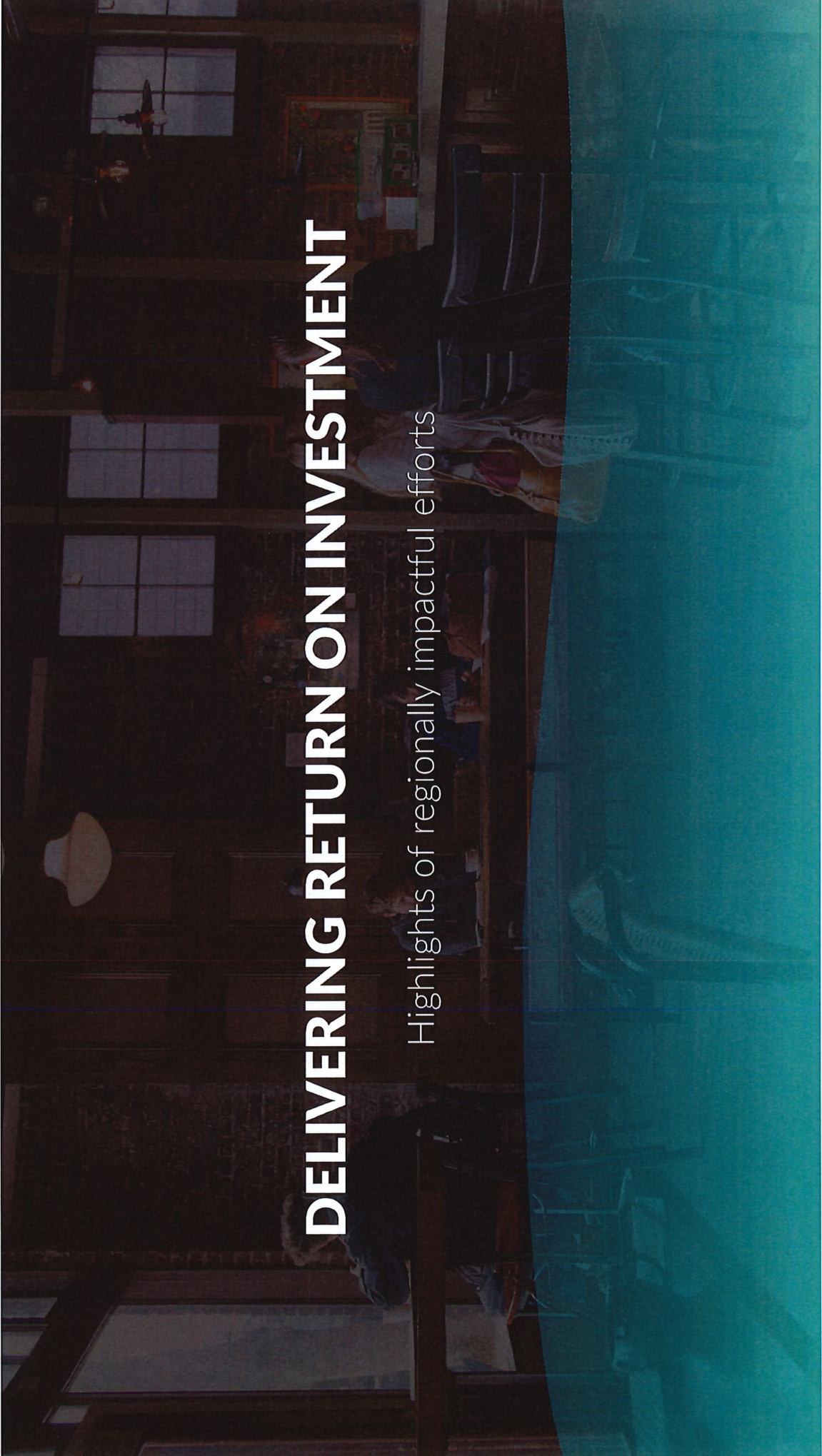
Amounting to \$385 Million in economic output regionally

Community job growth and economic impact from GSEC FY18/19 business locates

Communities	Total Jobs	Total Output	Total Local Revenues
City of Citrus Heights	82	\$ 11,259,743	\$ 386,894
City of Davis	72	\$ 9,944,036	\$ 233,160
City of Elk Grove	152	\$ 21,106,556	\$ 808,817
City of Folsom	168	\$ 23,146,534	\$ 313,892
City of Galt	16	\$ 2,202,478	\$ 78,497
City of Lincoln	44	\$ 6,108,944	\$ 314,354
City of Loomis	17	\$ 2,403,482	\$ 47,448
City of Rancho Cordova	231	\$ 31,535,579	\$ 345,560
City of Rocklin	99	\$ 13,580,714	\$ 422,606
City of Roseville	666	\$ 103,075,585	\$ 1,204,235
City of Sacramento	4,218	\$ 697,359,648	\$ 5,224,040
City of West Sacramento	134	\$ 24,689,267	\$ 330,322
City of Woodland	87	\$ 12,481,327	\$ 175,646
City of Yuba City	87	\$ 246,975,309	\$ 201,111
Unincorporated El Dorado County	115	\$ 15,896,419	\$ 760,234
Unincorporated Placer County	54	\$ 7,667,385	\$ 574,418
Unincorporated Sacramento County	218	\$ 31,296,520	\$ 2,793,346
Unincorporated Sutter County	6	\$ 893,204	\$ 63,649
Unincorporated Yolo County	21	\$ 2,885,937	\$ 116,628
Unincorporated Yuba County	9	\$ 1,229,409	\$ 137,815
El Dorado County	213	\$ 29,444,322	\$ 940,698
Placer County	959	\$ 143,526,576	\$ 2,670,788
Sacramento County	5,086	\$ 818,204,793	\$ 9,953,198
Sutter County	98	\$ 13,499,246	\$ 286,123
Yolo County	321	\$ 50,992,934	\$ 874,358
Yuba County	46	\$ 6,382,764	\$ 172,796

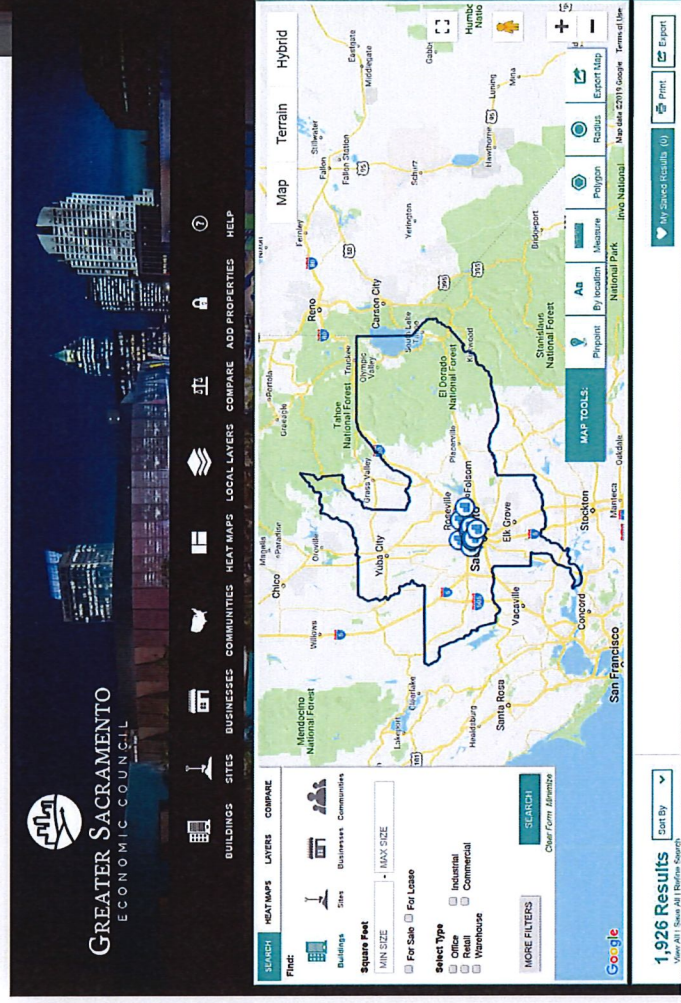
DELIVERING RETURN ON INVESTMENT

Highlights of regionally impactful efforts



NATIONAL MARKET INITIATIVES AND SITE SELECTOR STRATEGY

- Site selector survey and familiarization tour process underway
- Local broker partnerships in process
- Online commercial sites database and proposal management tool launched



GSEC TARGET INDUSTRY INITIATIVES

Food & Agriculture

- 27,723 Tradable Jobs
- 8.7% 5 Year Growth

Comparable models – like RTP – have created 48,000 jobs and 70 company spinoffs

UC DAVIS
UNIVERSITY OF CALIFORNIA

Research Park

Health & Life Science

- 150,000 Regional Jobs
- 17% 5 Year Growth

Aggie Square +10,000 jobs



AGGIE SQUARE

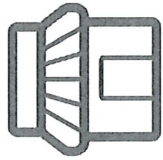
Future Automotive

- 50% of US EV sales occur in CA

PEM in Germany has created 3 spinoff companies & 1,500 jobs in four years



ACTION PLAN ACHIEVEMENTS FY TO DATE



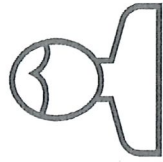
LOCATES

126% of goal
YTD



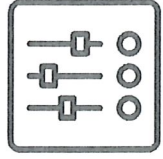
PAYROLL

GENERATED
4,141% of goal
YTD



JOBS

406% of goal
YTD



QUALIFIED

PROSPECTS
106% of goal
YTD

246 graduates of Champions training program | DOUBLE overall social media engagements compared to same period last year, and 260% increase in link clicks and posts
203.4M media impressions in last quarter alone with publicity value of \$275,900
first ever regional site selector familiarization tour | CoreNet Global event with 200+ attendees

EXAMPLE OF RESEARCH AND DATA SERVICES TO INVESTOR COMMUNITIES: \$150K+ VALUE

Economic Impact Analysis	Labor Analysis	Property and CRE Trends and Data Listings	Company Analysis and Vetting	Marketing & web presence support
<p>Custom economic impact analysis and market comps for locates, prospects or other projects</p>	<p>'Telling a story' with labor data for your community</p>	<p>Property in your community and regional trend analysis</p>	<p>In depth data pull on a prospect or existing company</p>	<p>Comprehensive marketing strategy and web microsite support</p>
<p><i>Additional enhanced support services include: Cooperative website/microsites for communities; video and marketing promotion efforts; economies of scale for trade show attendance and event hosting; community presentations on targeted topics; policy analysis, etc.</i></p>				



GREATER SACRAMENTO
ECONOMIC COUNCIL

Thank You.

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Greater Sacramento Economic Council
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Community Benefit Report Town of Loomis

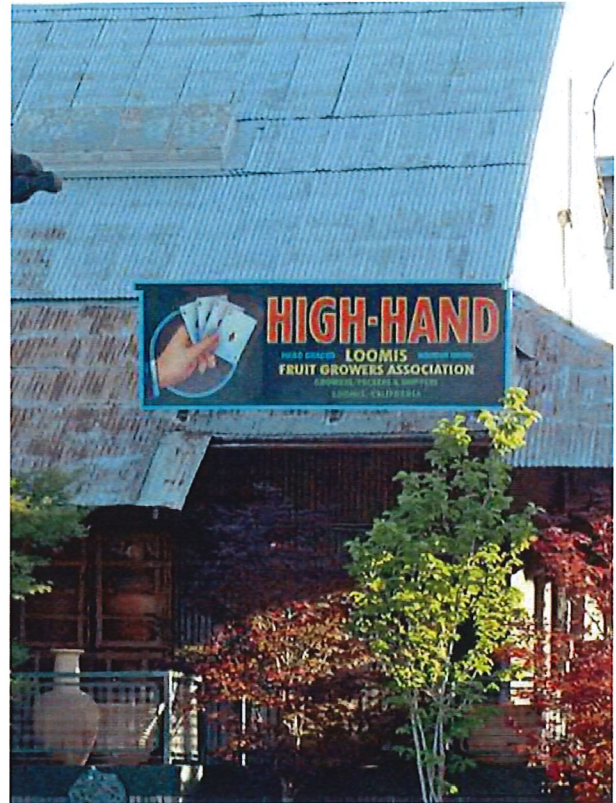
**Greater Sacramento Economic Council
2018/19 Fiscal Year to Date**

Economies are regional. When GSEC helps a company locate within the region, every community experiences economic growth due to resident activity spanning multiple jurisdictions.

Loomis Economic Impact

GSEC's work attracting companies into the region has spurred job growth and economic activity in the Town of Loomis amounting to the figures below.

JOBS CREATED	17
ECONOMIC OUTPUT	\$2,403,482
LOCAL REVENUE GENERATED	\$47,448
FY18/19 INVESTMENT	\$2,730
ROI ON DIRECT TAX REVENUE	\$17.38 : \$1
ROI ON ECONOMIC IMPACT	\$880.40 : \$1

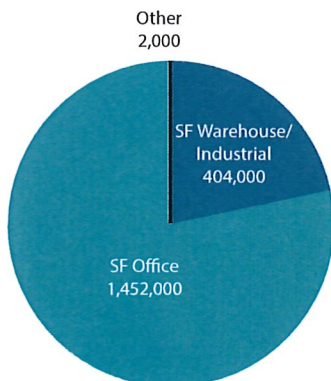


Total Regional Economic Impact

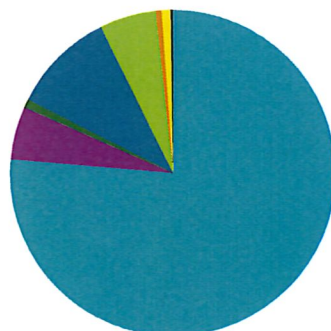
GSEC has attracted 11 companies to the region this fiscal year, resulting in tremendous job growth, payroll generation and economic stimulation of the regional economy. The values listed below are estimated one-year impacts and will continue to provide value over additional years.

	Direct	Indirect/Induced	Total
JOBS CREATED	3,283	3,438	6,721
PAYROLL GENERATED	238,265,800	\$147,320,031	\$385,585,831
ECONOMIC OUTPUT	587,425,336	\$474,577,841	\$1,062,003,177
LOCAL REVENUE GENERATED	\$2,595,114	\$12,302,848	\$14,897,962

GSEC FY18/19 Square Feet of Real Estate Absorbed



GSEC FY18/19 Industry Attraction



- AgTech :: 4
- Advanced Manufacturing :: 330
- Profession & Business Services :: 30
- Other :: 35
- Standard Manufacturing :: 20
- Technology :: 174
- Food & Agriculture :: 182
- Health Services :: 2508

BUSINESSES LOCATED

COMPANY	Industry	Jobs	Average Wage
APPLIED SPECTRA	Advanced Manufacturing	30	\$85,000
CALIFORNIA LAWYERS ASSOCIATION	Profession & Business Services	30	\$120,000
CENTENE CORPORATION	Health Services	2,500	\$75,000
CHEERS	Technology	24	\$80,200
CLERPREM	Other	35	\$45,000
DEEP PHENOME	Health Services	8	\$60,000
DENTAL MASTERS	Standard Manufacturing	20	\$55,000
EA SPORTS	Technology	150	\$85,000
PENUMBRA	Advanced Manufacturing	300	\$50,000
SATURAS	AgTech	4	\$80,000
US FOODS	Food & Agriculture	182	\$63,000

YEAR OVER YEAR CHANGE

	FY17/18	FY18/19*	Chg	Chg%
TOTAL JOBS	2,295	6,721	4,426	193%
DIRECT JOBS	1,256	3,283	2,027	161%
INDIRECT JOBS	392	1,447	1,055	269%
INDUCED JOBS	647	1,991	1,344	208%
AVERAGE WAGE (WEIGHTED)	\$71,772	\$72,576	805	1%
ECONOMIC IMPACT	\$348,177,549	\$1,062,003,177	713,825,628	205%
CAPEX INVESTMENT	\$24,603,300	\$82,065,000	57,461,700	234%
DIRECT PAYROLL	\$90,145,000	\$238,265,800	148,120,800	164%
SF OCCUPIED TOTAL	672,250	1,858,000	1,185,750	176%
SF OFFICE	189,250	1,452,000	1,262,750	667%
SF WAREHOUSE/INDUSTRIAL	470,000	404,000	(66,000)	-14%
OTHER	13,000	2,000	(11,000)	-85%

* The numbers shown here reflect results from July 2018 through March 2019. Although this includes only three quarters of the fiscal year, last year's performance has already been exceeded.



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