



Memorandum

Date: 2/7/2023
Meeting of: City Council

File No. AM No. 23-017
Type: Consent Item

TO: Members of the City Council
FROM: Mayor Angela Birney
DEPARTMENT DIRECTOR CONTACT(S):

Planning and Community Development	Carol Helland	425-556-2107
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DEPARTMENT STAFF:

Planning and Community Development	Seraphie Allen	Deputy Director
Planning and Community Development	Philly Marsh	Planning Manager

TITLE:

Approval of OneRedmond Contract for Economic Development and Business Relations Services in the Amount of \$300,000 for 2023 and 2024

OVERVIEW STATEMENT:

As part of the 2023-2024 budget, the City Council approved funds for economic development and business relations services by contracting with OneRedmond. On January 24, 2023, Council received a briefing on the OneRedmond annual report that summarized their contracted work executed in 2022 regarding small business support, business retention and expansion, workforce, new business recruitment, regional collaboration, and Covid-19 response. The 2023-2024 scope of work was also presented.

☒ **Additional Background Information/Description of Proposal Attached**

REQUESTED ACTION:

☐ **Receive Information** ☐ **Provide Direction** ☒ **Approve**

REQUEST RATIONALE:

- **Relevant Plans/Policies:**
Comprehensive Plan Economic Vitality Policies:
EV-4, EV-6, EV-8, EV-19, EV-20, and EV-21
- **Required:**
Council approval is required for contracts over \$50,000.
- **Council Request:**
N/A
- **Other Key Facts:**
The City of Redmond contracts with OneRedmond to implement a scope of work related to small business

support, business retention and expansion and business attraction. On January 24, 2023, Council received a briefing on the work conducted in 2022 and 2023-2024 scope.

OUTCOMES:

The City of Redmond works in partnership with OneRedmond to provide many essential economic development activities to support small businesses, conduct business retention and expansion work, maintain a competitive business environment, support jobs and employment needs, as well as attract new business investment and talent.

COMMUNITY/STAKEHOLDER OUTREACH AND INVOLVEMENT:

- **Timeline (previous or planned):**

The attached OneRedmond contract and scope of work is for 2023 and 2024.

- **Outreach Methods and Results:**

2022 Results include:

- **Business Visits:** In 2022, OneRedmond has visited more than 50 small, mid-sized and large companies in Redmond through formal business walks and one-on-one meetings to discuss top issues including future displacement, workforce challenges, and inflation concerns.
- **1x1 Business Advising:** In 2022, OneRedmond's Small Business Advisor via a partnership with the Small Business Development Center (SBDC), assisted small business owners and aspiring entrepreneurs with challenges of launch, growth, resiliency, and transition. Through Q3 2022, over 86 unique small businesses were served, resulting in 118 local jobs supported. Additionally, 211 small businesses were served via the *Entrepreneurs' Roadmap* workshop and webinar series.
- **Webinars:** In 2022, OneRedmond/OneEastside SPARK hosted over 28 webinars, totaling 2,222 registered attendees with at least five offering translated in different languages.
- **Partnerships with Community Based Organizations:** In 2022, OneRedmond/OneEastside SPARK worked with 11 community-based organizations such as, Indian American Community Services, Muslim Association of Pudget Sound, BigHug/Korean American Resource Center and Centro Cultural Mexicano with a range of programs such as in-person help sessions for grant applications and tax advising.
- **Small Business Breakfasts:** Beginning in September, OneRedmond hosted four Small Business Breakfasts in various areas of the city including downtown Park area, Marymoor, Overlake, and Redmond Town Center. Over 30 attendees listened to the Redmond Police Department and City Planning Staff give updates on their area and responded with questions and feedback.

- **Feedback Summary:**

Staff and OneRedmond work together to complete frequent outreach efforts in various forms to ensure we best understand the evolving conditions of the economy and the current challenges being faced by Redmond businesses. Displacement due to development, need for affordable commercial locations, lack of commercial space, continued impacts of the pandemic, attracting and retaining staff, accessing financing, inflation, and supply chain challenges are common concerns with Redmond businesses.

BUDGET IMPACT:

Total Cost:

For 2023/2024 Biennium, The City of Redmond will contract with OneRedmond to lead business relations work including business retention and expansion, business attraction and small business support at a cost of \$150,000.00 annually.

Approved in current biennial budget: ☒ Yes ☐ No ☐ N/A

Budget Offer Number:

000250 (Community and Economic Development)

Budget Priority:

Vibrant and Connected

Other budget impacts or additional costs: ☐ Yes ☐ No ☒ N/A

If yes, explain: N/A

Funding source(s):

General Fund

Budget/Funding Constraints:

N/A

☐ Additional budget details attached

COUNCIL REVIEW:

Previous Contact(s)

Date	Meeting	Requested Action
1/3/2023	Committee of the Whole	Receive Information
1/24/2023	Study Session	Receive Information

Proposed Upcoming Contact(s)

Date	Meeting	Requested Action
N/A	None proposed at this time	N/A

Time Constraints:

The City would not be able to advance its economic vitality objectives in a timely manner.

ANTICIPATED RESULT IF NOT APPROVED:

The City would not be able to advance its economic vitality objectives in a timely manner.

ATTACHMENTS:

Attachment A: 2023-2024 Contract