



MEMO TO: Planning and Public Works Committee of the Whole

FROM: Jill Smith, Economic Development & TDM Manager

DATE: December 11, 2018

SUBJECT: **Approval of OneRedmond Contract for Economic and Community Development Services**

I. PURPOSE ☐ For Info Only ☐ Potential Agenda Item ☒ Scheduled for Council Action

II. RECOMMENDATION

Authorize a contract with OneRedmond for distribution of \$250,000 to implement economic and community development contracted services in 2019 and 2020.

III. DEPARTMENT CONTACTS

Erika Vandenbrande, Director of Planning & Community Development, 425-556-2457
Jill Smith, Economic Development & TDM Manager, 425-556-2448

IV. DESCRIPTION/BACKGROUND

As part of the 2019-2020 budget, the City Council approved funds for economic and community development through participation in the public-private partnership of OneRedmond.

OneRedmond's multi-pronged approach implements specific initiatives to achieve business recruitment, expansion, and retention; workforce development; and community development. The partnership organization supports the City of Redmond in marketing Redmond to businesses worldwide, supporting and advocating for our local businesses, participating in local and regional partnerships, and supporting small businesses. The work by OneRedmond is integral to the City realizing its vision of two vibrant urban centers, diversity of choices, a vibrant economy, and connected community.

With the financial support of City of Redmond, paired with investment from the private sector, the OneRedmond 2019/2020 Scope of Work focuses on:

- Business Recruitment
- Business Retention
- Small Business Assistance
- Stakeholder Engagement

More details on the scope of work are included in the attached contract.

Date	Action/Committee Presentation
December 11, 2018	Planning and Public Works Committee 2019-2020 OneRedmond/City contract
2013, 2015, 2017	Previous OneRedmond/City contracts

A. Analysis

(Please include process to-date and any service delivery or fiscal considerations.)

Analysis:

Successes reported in OneRedmond's 2018 Annual Report include:

- 320 clients served
- 2,885 jobs impacted
- 50 business starts
- 2,500 event attendees
- Small businesses through Small Business Development Center (SBDC)
 - o Additional \$3,129,496 capital raised for small businesses
 - o Clients reported an increase of \$1,470,688 in sales

Service Delivery:

Partnering with OneRedmond will support business attraction, recruitment, and retention; community building; and business partnership engagement.

Fiscal Considerations:

Funding for this partnership is included as part of the 2019/2020 biennial budget adopted by Council on December 4, 2018. \$24,000 in 2019 will be provided by the Port of Seattle Economic Development Partnership Grant.

V. TIME CONSTRAINTS

If the City Council chose not to approve this contract, the City would not be able to advance its economic vitality and community development goals and objectives in a timely manner.

VI. LIST OF ATTACHMENTS

OneRedmond Agreement, Payment Schedule and Scope of Work_2019-2020