

# ONEREDMOND AGREEMENT

THIS AGREEMENT is made effective as of the sixteenth day of January 2019 at Redmond, Washington, between The City of Redmond (City) and OneRedmond, a corporation organized under the nonprofit corporation laws of the State of Washington.

WHEREAS, the parties to this Agreement have a common interest in the welfare of the greater Redmond area community; and

WHEREAS, OneRedmond has been established for the purpose of sustaining the continued growth and stability of Redmond's economy and community by retaining and growing, businesses that provide a diverse range of services, goods and jobs for Redmond; and

WHEREAS, the City desires to obtain the assistance of OneRedmond in coordinating the business community's economic development efforts for the purpose of supporting the recruitment, attraction and retention of businesses within the greater Redmond community; and

WHEREAS, OneRedmond provides a unique forum for business community leadership to enhance, increase and promote Redmond's cultural attributes, sense of place, quality of our local educational system, community involvement, and cultural diversity.

NOW, THEREFORE, in consideration of the mutual covenants contained herein, the parties agree as follows:

- 1. Contribution of Funds.** The City shall provide to OneRedmond a total of \$250,000 (\$125,000 annually) which shall be used to fund the work of OneRedmond as provided in this Agreement Scope of Work.
- 2. Property of the Funds.** The funds shall be contributed to OneRedmond for the purposes cited herein. Once contributed, such funds shall be the property of OneRedmond. Funds contributed under this Agreement shall be used as determined by OneRedmond with regard to fulfilling its obligations under this Agreement.
- 3. Designation of Purposes.** The funds shall be used to fund the work of OneRedmond for the purpose of developing, contracting for, and administering contracts necessary to implement strategic economic development implementation tactics as well as the management of OneRedmond to pay for programs and projects that support the health and growth of the greater Redmond Community. Authorized expenditures include costs of services as provided for in the scope of work attached as Exhibit A, and of insurance, licensing, project management and other administrative expenses reasonably required by OneRedmond as a non-profit corporation entering into and administering these agreements.
- 4. Reports.** OneRedmond will provide regular reporting to City representatives including, but not limited to, monthly staff meetings with project updates; OneRedmond Annual Report; and reports to Mayor and City Council upon request. The reports are to specifically demonstrate how OneRedmond's use of City funds contributed to the fulfillment of OneRedmond's responsibilities under this Agreement. Upon request, OneRedmond will provide interim reports to City.
- 5. Board Membership.** OneRedmond, as a collaborative private-public partnership, will provide the City of Redmond with two seats on the 501(c)(4) board and one seat on the charitable 501(c)(3) board of OneRedmond.
- 6. Indemnification.** Each party hereto shall indemnify and save harmless the other, its directors, officers, and affiliates against all claims made against the other arising solely out of the acts or failures to act of the party from

whom indemnification is requested. The indemnifying party shall defend any claims against the indemnified party and shall pay, satisfy, and discharge any judgments, orders, and decrees which may be recovered against the indemnified party.

- 7. **Dispute Resolution.** If a dispute occurs between OneRedmond and the City of Redmond, both parties agree to follow a Dispute Resolution process. The process for dispute resolution will be as follows: OneRedmond will appoint one board member, the City will appoint one representative, and both will then agree on a third member to act as a subcommittee to gather pertinent information and listen to the oral arguments of each party. From that information, the subcommittee will declare an opinion and all parties agree to abide by that opinion.
- 8. **Termination.** This agreement may be terminated by either party upon 90 days prior written notice given to the other party. Upon termination, the balance of any unused City funds shall be returned by OneRedmond to the City. Funds held by OneRedmond as of the date of termination for the purpose of satisfying a contractual obligation of OneRedmond shall not be classified as “unused City funds”.

IN WITNESS WHEREOF, each party hereto has executed the Agreement by its duly authorized officers effective as of the day and year first above written.

THE CITY OF REDMOND

OneRedmond

\_\_\_\_\_  
John Marchione  
Mayor, City of Redmond

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Robert Pantley  
Chair, OneRedmond

**OneRedmond Board of Directors:**

Dan Angellar	Redmond Marriott Town Center
Dr. Amy Morrison Goings	Lake Washington Institute of Technology
Dr. Eric Murray	Cascadia Community College
Dr. Eric Scroggins	Banner Bank
Hank Margeson	City of Redmond
John Marchione	City of Redmond
Robert Pantley	Natural and Built Environments
Ryan Baumgartner	Cashman Consulting
Tom Markl	Nelson Legacy Group
Jim Stanton	Microsoft Corporation
Mary Morrow	Nelson Legacy Group
Casey Morgan	Evergreen Health Care
Mike Behn	Microsoft Corporation
Clarke Jewell	Olympian Precast
Greg Shelton	Stryker
Dr. Traci Pierce	Lake Washington School District

## **OneRedmond and City of Redmond Payment Schedule and Scope of Work**

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OneRedmond is the public/private partnership whose mission is to expand and retain local employers, attract new companies and create community vitality. OneRedmond is a catalyst for making Redmond the location of choice for businesses and a vibrant community to live and work. Under contract, OneRedmond will provide the following services to the City.

### **1. Annual Investment - \$125,000**

The City shall provide to OneRedmond, \$125,000 per year (\$250,000 total) which shall be used to fund the work of OneRedmond. Payment shall be initiated in January of 2019 and 2020 upon receipt of invoice from OneRedmond.

### **2. Scope of Work**

#### **a. Business Recruitment:**

- Recruit firms in four targeted sectors - cloud, interactive media, space, and foreign direct investment through participation in tradeshows, conferences and lead generation.
- Market Redmond as a location where the talent these firms seek can be found.
- Continue to nurture and network leads from past recruiting efforts.
- Represent Redmond through regional partnerships such as Washington State Department of Commerce and Greater Seattle Partners. Respond on the City's behalf to all leads generated by the City and regional economic development partners.
- Work in collaboration with Cities of Bellevue and Kirkland through the Innovation Triangle brand to jointly market this region through trade shows and expositions and jointly respond to major relocation opportunities. Participate in 3-4 targeted tradeshows per calendar year that promotes the Eastside as a leader in technology and innovation.

#### **b. Business Retention:**

- Meet annually with over 100 of Redmond's leading businesses to identify opportunities and challenges to their health and growth in Redmond.
- Help resolve issues such as for permit delays, transportation management, and labor force recruitment.

#### **c. Small Business Assistance:**

- Finance the Redmond office of the Washington State Small Business Development Center (SBDC) and SCORE. In 2017, SBDC served 320 clients that resulted in 50 business starts and raised over \$3.1 million in new capital. Companies reported sales increases of \$1.4 million. YTD, in 2018, clients have raised 1,264,500 (capital) and \$2,579,100 (increased sales).
- Sponsor of Start-up 425, which has helped over 1,000 individuals on the east side evaluate business start-up issues.
- In cooperation with the Seattle Marriott Redmond, hold four annual small business networking events.
- Provide U.S. Certificates of Origin export verification services for Redmond small businesses

#### **d. Stakeholder Engagement:**

- Coordinate with Redmond businesses to provide business stakeholder input in many of the City's planning efforts including the Business Fee Tax Advisory Committee; dewatering; parking; Overlake and Marymoor infrastructure planning; lean permitting; and education in Olympia on behalf of programs and infrastructure that benefit our community.