

RESOLUTION NO. 35-2010

Offered by All of Council

A RESOLUTION AUTHORIZING THE MAYOR AND THE FINANCE DIRECTOR TO ENTER INTO AN AGREEMENT WITH RALPH WASZAK FOR ECONOMIC DEVELOPMENT SERVICES

BE IT RESOLVED by the Council of the Village of Richfield, Summit County, State of Ohio:

SECTION 1. That the Mayor and the Finance Director be, and they hereby are, authorized and directed to enter into an agreement with Ralph Waszak for services for economic development purposes, a copy of which contract is attached hereto as Exhibit "A" and incorporated herein fully as if by reference.

SECTION 2. This Resolution shall take effect and be in force from and after the earliest period allowed by law.

PASSED: 8-3-10

John Crother
President of Council

William J. Jones
Mayor

Dated: 8/3/10
MKL

ATTEST:

Carolyn E Sullivan
Clerk of Council

AGREEMENT

THIS AGREEMENT is entered into as of the first day of July, 2010 by and between the VILLAGE OF RICHFIELD, OHIO ("Village"), 4410 West Streetsboro Road, Richfield, Ohio 44286 and Ralph Waszak, Sr. ("Part-Time Consultant").

WHEREAS, the Village is interested in pursuing the goal of economic development; and

WHEREAS, Consultant can provide professional consulting service for the economic development of the Village.

NOW, THEREFORE, IT IS HEREBY AGREED by and between the parties:

1. That the Village does hereby engage the Consultant as a part-time employee of the Village to provide consulting services in the area of economic development for the Village.

2. Term. The term of this engagement shall be for eighteen (18) months, commencing with the date of this Agreement.

3. Fees. Consultant shall be compensated on a salary basis at the rate of Two Thousand Sixty Dollars (\$2,060.00) per month, plus reasonable out-of-pocket expenses.

4. Services. Consultant will define and implement an economic development plan which increases the pace of stable, sustainable and diverse growth in employment, earnings and taxes in the Village and improves the quality of life for its citizens. Achieving this goal would include the following elements to be performed by Consultant.

- A. Identify and prioritize target project-types that mesh with the community's goals, resources, strength and weaknesses.
- B. Manage the process for pursuing identified target projects, industries, etc.
- C. Develop and implement an economic development outreach campaign, composed of the following:
 - (i) Create an outreach message capturing the strengths and goals of the community.
 - (ii) Communicate the message to key "customers" through:
 - (a) economic development-focused web pages for the Village website;
 - (b) development and distribution of targeted e-mail communications; and
 - (c) outreach events for selected real estate developers, State and other economic development officials, business owners, commercial real estate agents, and others.
- D. Assist in refining the Village's incentives strategy and policy to:
 - (i) Address the best uses for grant funds (loans v. grants; existing v. new companies).
 - (ii) Help determine whether additional tax incentives structures and tools are needed in light of recently enacted tax reform.

- E. Refine outreach efforts for retaining existing businesses:
 - (i) Conduct interviews to compile data to identify expansion opportunities, linked target industries and companies, business threats, risks of closure, etc.
- F. Provide services for special projects as needed by and directed by the Village. It is expected that the time would be utilized:
 - (i) responding to economic development inquiries; and
 - (ii) supporting the Village's economic development efforts with economic, financial and tax modeling.
- G. Attend economic business meetings with local companies.
- H. Attend Council meetings or work sessions periodically to give reports. Attend other Village Council and Village Development Committee meetings as necessary to address relevant issues.
- I. Do an internal marketing strategy for Council outlining the Village's strengths and weaknesses and make recommendations to help improve the Village's position.
- J. Attend a meeting at least once throughout the year with the highest tax paying companies to introduce Consultant, compile data and address their needs, concerns and projections for the year.
- K. Manage the process for pursuing target projects, industries, etc.

5. Termination. Either party may terminate this Agreement upon thirty (30) days written notice to the other party. In the event of termination prior to the end of the twelve (12) month project, Consultant shall be compensated for the months of service performed.

IN WITNESS WHEREOF, the parties have set their hands as of the _____ day of _____, 2010.

THE VILLAGE OF RICHFIELD

By: _____
Michael K. Lyons, Mayor
Village of Richfield

By: _____
Eleanor Lukovics, Finance Director
Village of Richfield

CONSULTANT

By: _____
Ralph Waszak, Sr.