

FRAMEWORK FOR COOPERATION AND COLLABORATION

Introduction

Douglas County endeavors to create an economically vibrant and globally competitive community, recognized as one of America's most attractive business environments and distinctive, high quality of life communities. The County is committed to enhancing the economy and fostering a positive environment in which businesses can flourish. A long-term commitment to economic development activities is key to accomplishing that vision.

The County works together with non-profit economic development organizations to carry out this objective. The following Framework for Cooperation and Collaboration outlines the working relationship between Douglas County (the County), the Southeast Business Partnership (SEBP), the Castle Rock Economic Development Council (CREDCO) and the Parker Economic Development Council (PEDC). The parties agree to work together as outlined below towards promoting the long-term economic health of Douglas County.

Tenets

The parties are committed to providing the highest levels of customer service and to working together in the best interests of existing and potential Douglas County businesses to provide them with a seamless experience. This Framework Agreement addresses how the parties will work together in the following areas: prospect response, marketing, resource/data sharing, public policy.

- ▶ In providing service to prospects considering relocation to or expansion in Douglas County, SEBP, CREDCO and PEDC agree to the following:
 - Service areas for the three economic development organizations funded by the County will follow the Intergovernmental Agreement areas for their respective communities. CREDCO will manage economic development prospects for that area within the boundaries of the Intergovernmental Agreement between the Town of Castle Rock and the County of Douglas (together with all future amendments) including the Urban Service Area and the Community Separation Buffer. PEDC will manage economic development prospects for that area within the boundaries of the Intergovernmental Agreement between the Town of Parker and the County of Douglas (together with all future amendments) including the Urban Service Area and the Community Separation Buffer. SEBP will manage economic development prospects for all areas of Douglas County, will inform CREDCO and PEDC when working with economic development prospects in their respective areas and, as appropriate, will work jointly with Castle Rock or Parker in responding to those prospects.
 - Responding to Metro Denver Economic Development Corporation (MDEDC) and State of Colorado Prospects
 - ◆ CREDCO and PEDC will respond directly to the MDEDC or the State for prospect inquiries generated by those entities.

- ◆ In order to provide coordinated service to economic development prospects, CREDCO and PEDC will notify SEBP of their prospect responses by providing them with a copy of the submitted response.
 - Responding to SEBP Prospects
 - ◆ CREDCO and PEDC will respond to directly to SEBP with information for prospects generated by SEBP.
 - Prospect Response Submittal Format
 - ◆ As much as possible, prospect responses will be submitted electronically. When responding to MDEDC, typically only site information is required, but other information will be provided as requested.
 - The County will not work independently with large prospects but rather will serve as a resource to SEBP, CREDCO and PEDC to secure business relocations and expansions in Douglas County. As resources allow, the County will work with small prospects in unincorporated portions of the County.
 - The County will receive prospect reports from SEBP, CREDCO and PEDC that are provided to their respective Boards of Directors.
 - SEBP, CREDCO, PEDC and the County will honor the confidentiality of all prospects no matter what the source.
- ▶ Marketing in general is expensive to undertake. To effectively market Douglas County as an ideal business location and to maximize the impact of dollars spent SEBP, CREDCO, PEDC and the County agree to the following:
 - When an appropriate marketing opportunity presents itself SEBP, CREDCO, PEDC and the County will work together to market Douglas County to potential business prospects. This will in no way preclude the individual entities from marketing their respective service areas.
 - Trade shows represent an opportunity to showcase Douglas County to businesses in targeted growth sectors. SEBP, CREDCO, PEDC and the County will work together to identify potential trade shows; for agreed upon trade shows they will determine how the four entities might share costs and staffing responsibilities while representing the whole County.
 - As determined by their respective governing bodies SEBP, CREDCO, PEDC and the County will actively participate in CORENET, NAIOP, ULI, ICSC and other business and real estate organizations. The greater the participation in these organizations by advocates for Douglas County the greater will be recognition of Douglas County as a premier business location.
 - SEBP, CREDCO, PEDC and the County agree not to advertise or promote their respective service areas by negatively comparing them to other areas in Douglas County.
- ▶ Data and information are critical components to a successful economic development effort. SEBP, CREDCO, PEDC and the County agree to the following:
 - Information, data and other resources which will assist the entities to more effectively promote Douglas County will be shared freely among the entities.

