



GREATER SACRAMENTO
ECONOMIC COUNCIL

Regional Cooperation Policy

Greater Sacramento Economic Council (GSEC) and Economic Development Directors Taskforce

The foundation of this Policy is built on trust and the spirit of regional cooperation among the entities involved. This document is intended to serve as a guideline for interaction between GSEC and its member communities as well as among member communities. Greater Sacramento and the Economic Development Directors of its member communities agree and acknowledge that it is imperative that they work together as partners on projects involving the communities which Greater Sacramento represents, regardless of the source of the lead, as follows:

1. Demonstrate a commitment to the positive promotion of the 6-county Sacramento Region, as a globally competitive region.
2. Maintain the highest standards of economic development prospect handling, including confidentiality, without jeopardizing a prospect's trust to secure the probability of a successful regional location. Partners agree to respect the prospect's request for confidentiality but also agree to notify each other as to the existence of a project with a confidentiality requirement when able and shall make a good-faith effort to involve the appropriate state, regional, or local partners at the earliest possible time.
3. Unless otherwise restricted by a confidentiality agreement or otherwise, member communities will strive to coordinate through Greater Sacramento for any prospect considering a project in the six-county Sacramento Region, or in any of the communities that Greater Sacramento represents, understanding that Greater Sacramento is in a unique position to represent and speak on regional economic development issues and on characteristics of the region's economy. Likewise, Greater Sacramento acknowledges that communities are in the best position to speak about local incentives and efforts surrounding the local economy.
4. For projects that originate with a Greater Sacramento member community, Greater Sacramento will be available for confidential research access, topical expertise, or as a service provider to add value to the community in securing the project. Additionally, Greater Sacramento will not publically release information about the project unless the community lead makes such a request to do so.
5. Member communities will make a good faith effort to provide accurate and timely information in response to specific requests by all prospects, subject to available resources. When a client has narrowed sites to specific Greater Sacramento member communities, Greater Sacramento will in turn work to inform those affected EDDT members first. EDDT members agree to provide information solely on their own community when the information requested is site-specific (i.e., cost of land, taxes, development fees, utility availability and cost, zoning process timing, permit timing, and local incentives).



GREATER SACRAMENTO
ECONOMIC COUNCIL

6. When site-specific information related to other Greater Sacramento communities is requested, EDDT members agree to (i) direct Greater Sacramento prospects back to Greater Sacramento or (ii) direct non-Greater Sacramento generated prospects to contact the affected communities directly, and as a courtesy, contact the affected communities.
7. Agree that regardless of the lead source, locate announcements whenever possible shall be coordinated among the company, Greater Sacramento member community, and Greater Sacramento to reflect inclusiveness and cooperation of all partners (subject to any confidentiality requirements), in concert with the wishes of the locating company.
8. Discourage the proactive and unsolicited recruitment of companies through the offering of local, municipal financial incentives for existing jobs to companies with current operations in another Greater Sacramento community.
9. Greater Sacramento member communities will be informed by Greater Sacramento when a Greater Sacramento led or coordinated company tour or physical site visit within that community will occur or has occurred if Greater Sacramento learns of a completed tour it was not involved in. Economic Development Directors will be the primary point of contact for the company when community information is needed.
10. Agree that the consideration of a future community to Greater Sacramento's membership will be brought before EDDT for discussion in advance of any Board consideration. EDDT will make a recommendation on the addition of a new community to Greater Sacramento's President & CEO.
11. Continue commitment to convening Greater Sacramento and Economic Development Directors of Greater Sacramento member communities at a quarterly or more frequent basis as desired and determined through consensus, and cooperating and participating in the exchange of information and ideas reflecting practices, procedures, and policies relating to prospect handling and regional economic development.
12. Work collectively to maintain a high level of trust and integrity by Greater Sacramento and the Economic Development Directors of Greater Sacramento member communities, utilizing differing views as an opportunity to learn.
13. When Greater Sacramento conducts a marketing objective (i.e domestic or foreign trade mission), Greater Sacramento staff will coordinate with EDDT to ensure partnership and communication.
14. When a RFP is issued by GO-Biz, Greater Sacramento will coordinate the region's response. All RFP submissions will be directed to Greater Sacramento's attention and Greater Sacramento will assemble the response and return to GO-Biz.
15. It is understood Greater Sacramento will or may host annual site selection professionals and/or other marketing familiarization tour(s) to promote the regional communities. Greater Sacramento will make every attempt to provide as much interaction time as possible



GREATER SACRAMENTO
ECONOMIC COUNCIL

between visitors and the EDDT. It is understood the EDDT members will inform and coordinate with Greater Sacramento of any upcoming site selectors and/or other marketing familiarization tour(s) scheduled by their offices.

16. Partners agree to meet and confer if there is evidence that this Policy has not been observed in a substantial manner or a professional conflict arises that cannot be settled independently. This meeting will be convened by the EDDT Chair, who may, at his/her discretion, consult or involve Greater Sacramento's President & CEO in addition to others with topical expertise central to the conflict.

17. This Policy is intended to serve as a guideline for the conduct of the parties. It is not intended to have any legal effect or enforceability.

Name: _____

Title: _____

Organization: _____

Date: _____

Signature: _____