

# FORSYTH COUNTY

## BOARD OF COMMISSIONERS

MEETING DATE: JULY 25, 2019

AGENDA ITEM NUMBER: 6

**SUBJECT: RESOLUTION AUTHORIZING EXECUTION OF CONTRACTS WITH WINSTON-SALEM BUSINESS, INC. AND THE GREATER WINSTON-SALEM CHAMBER OF COMMERCE TO PROVIDE BUSINESS RECRUITMENT, RETENTION, AND EXPANSION SERVICES FOR A SIX-MONTH PERIOD ENDING DECEMBER 31, 2019  
(COMMUNITY & ECONOMIC DEVELOPMENT DEPARTMENT)**

**COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:** Recommend Approval

### SUMMARY OF INFORMATION:

In previous fiscal years the County has contracted with Winston-Salem Business, Inc., for business recruitment services and the Greater Winston-Salem Chamber of Commerce for business retention and expansion services. In the FY 2019-2020 adopted budget the County appropriated \$185,000 for all business recruitment, retention, and expansion services with the desire to fund one entity. The two agencies have hired a consultant to assist in determining the structure of an entity to perform these services and will report back to the County in October.

This Resolution authorizes execution of contracts with Winston-Salem Business, Inc., and the Greater Winston-Salem Chamber of Commerce for the first six-months of FY 2019-2020 in the amount of \$50,000 for each while the consultant completes the study and recommends an agency to fund for the services going forward. The remaining \$85,000 will be available for the final six-months of FY 2019-2020 for the agency that is approved by the Board.

ATTACHMENTS:  YES  NO

SIGNATURE: *J. Dudley Watts, Jr. / AMS*  
COUNTY MANAGER

DATE: July 25, 2019

**RESOLUTION AUTHORIZING EXECUTION OF CONTRACTS WITH WINSTON-SALEM BUSINESS, INC. AND THE GREATER WINSTON-SALEM CHAMBER OF COMMERCE TO PROVIDE BUSINESS RECRUITMENT, RETENTION, AND EXPANSION SERVICES FOR A SIX-MONTH PERIOD ENDING DECEMBER 31, 2019 (COMMUNITY & ECONOMIC DEVELOPMENT DEPARTMENT)**

**WHEREAS** Forsyth County has contracted with Winston-Salem Business, Inc., for business recruitment services and the Greater Winston-Salem Chamber of Commerce for business retention and expansion services;

**WHEREAS** Forsyth County desires to fund one agency for all business recruitment, retention, and expansion services and Winston-Salem Business, Inc., and the Greater Winston-Salem Chamber of Commerce have hired a contractor to study and recommend a more unified structure for economic development services to be completed in October 2019; and

**WHEREAS** as part of the Fiscal Year 2019-2020 budget the County has provided \$185,000 to fund business recruitment, retention, and expansion services;

**NOW, THEREFORE, BE IT RESOLVED**, that the Forsyth County Board of Commissioners hereby authorizes the County Manager, in coordination with the Clerk to the Board, to execute a contract in the amount of \$50,000 with Winston-Salem Business, Inc., to provide the County with business recruitment services for a six-month period ending December 31, 2019, subject to pre-audit certificate by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney; and

**BE IT FURTHER RESOLVED**, that the Forsyth County Board of Commissioners hereby authorizes the County Manager, in coordination with the Clerk to the Board, to execute a contract in the amount of \$50,000 with the Greater Winston-Salem Chamber of Commerce to provide the County with business retention and expansion services for a six-month period ending December 31, 2019, subject to pre-audit certificate by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 25<sup>th</sup> day of July, 2019