RESOLUTION NO. 2007-681

Adopted by the Sacramento City Council

September 11, 2007

APPROVING AN AGREEMENT WITH SACRAMENTO AREA COMMERCE & TRADE ORGANIZATION (SACTO)

BACKGROUND

A. On May 29, 2007, the City Council approved the 2007 Five-Year Economic Development Strategy and Related Actions that, among other things, initiates a series of activities that promotes retention, expansion and attraction of business to the City.

B. To best accomplish those aforementioned objectives, the City's Economic Development Department partners with other organizations and entities to optimize its efforts and leverage its resources.

C. One such organization that the Economic Development Department partners with is the Sacramento Area Commerce and Trade Organization (SACTO).

D. Founded in 1975, SACTO is tasked with helping promote the 6-county Sacramento region to business in an effort to attract jobs, talent and investment to the region.

E. In calendar year 2006, SACTO helped attract investment to the region that resulted in 14 new corporate locations, 1,165 new jobs, 869 new indirect jobs, $73 million in new direct payroll, new state and local tax generation of over $24 million, $592 million in new capital investment and four new corporate headquarters; more than half of which located in the City of Sacramento.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

Section 1. The City Manager or the City Manager's designee is authorized to execute a one-year Consultant and Professional Services Agreement with the Sacramento Area Commerce and Trade Organization (SACTO) to provide economic development related services in an amount not to exceed $113,250.00.

Section 2. Such services shall include actions designed to influence the location of businesses that provide new payrolls and investment in the City of

Sacramento by conducting sales and marketing travel programs on a state, national, and international basis and developing a public relations/marketing program for businesses and industrial periodicals with regional distribution in market target areas.

Section 3. SACTO shall provide quarterly reports to the Economic Development Director detailing activities performed under the Consultant and Professional Services Agreement.

Section 4. SACTO shall provide the City with its Quarterly Report subscription, Economy Watch subscription, access to the Sacramento Regional Research Institute (SRRI) research/data services, Monthly economic development prospect updates, Ex-Officio Board of Directors Seat and Executive Profile in the Annual Report.

Section 5. SACTO will provide the City Council with an annual presentation of its activities as they relate to the direct benefits to the City of Sacramento.

Section 6. SACTO representatives will meet quarterly with City staff to discuss available commercial sites in the City.

Adopted by the City of Sacramento City Council on September 11, 2007 by the following vote:

Ayes: Councilmembers Cohn, Fong, Hammond, McCarty, Pannell, Sheedy, Tretheway, and Waters .

Noes: None.

Abstain: None.

Absent: Mayor Fargo.

Kevin McCarty, Vice-Mayor

Attest:

Shirley Concolino, City Clerk