

**A SPECIAL ORDINANCE OF THE CITY OF NEVADA, MISSOURI APPROVING AND AUTHORIZING THE EXECUTION OF A MEMORANDUM OF UNDERSTANDING BETWEEN THE CITY OF NEVADA, MISSOURI AND JOPLIN REGIONAL PARTNERSHIP.**

**BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF NEVADA, MISSOURI, THAT:**

**Section 1.** The Memorandum of Understanding attached hereto as "Exhibit A" and incorporated herein by reference is approved.

**Section 2.** The City Manager is hereby authorized and directed to execute said agreement on behalf of the City of Nevada, Missouri

**Section 3.** This ordinance shall be in full force and effect from and after its passage and adoption.

**PASSED, APPROVED AND ADOPTED** by the City Council of the City of Nevada, Missouri, this 6th day of June, 2017.

(seal)  
ATTEST:

  
Johnna Williams, Deputy City Clerk

  
Brian L. Leonard, Mayor



## Partnership MOU

The Joplin Regional Partnership and the City of Nevada (Lead Partner) agree to enter into a Memorandum of Understanding for economic and workforce development services and support.

The following generally outlines the expectations of the Lead Partner and the Joplin Regional Partnership. These resources, services and support as noted are the basics of this MOU and may be added to, modified or otherwise changed by mutual agreement as long as such changes do not impact other partners and providers engaged in the Joplin Regional Partnership.

This agreement is in force from the signing date (Effective date) until December 31<sup>st</sup>, 2019. Either party may opt out of this MOU with thirty days notice PRIOR to the effective date (month-day) of each subsequent year.

The Joplin Regional Partnership is a 501-c-3, not-for-profit economic and workforce development corporation working to improve the overall economy in the tri-state corners region of Kansas, Missouri and Oklahoma. The Partnership is overseen by a public-private Board of Directors of twenty-four (24) members selected from investors in the organization.

The Partnership has two full-time staff: Business Attraction and Regional Workforce/Business Retention Strategies Directors. Additionally, JRP is supported by a half-time workforce development coordinator and part-time staff communications, marketing, secretarial support and financial management.

The Joplin Regional Partnership will provide the following services:

### Marketing

- Full-time business attraction person
- Approx. 12-15 trade shows, marketing and consultants events annually (opportunities for partners to attend some of these)
- Lead-generating services (partners receive leads)
- Website, with community partner specific information
- Email marketing campaign with consultants, prospects from events above, and targeted sector firms (approx. 3000-4000 annually)
- Geography-specific site consultant trips (opportunities for partners to attend these)
- Assistance with demographic and labor force information as needed to respond to requests for information or for other community use

### Workforce Development and Business Retention & Expansion

- Full time workforce, education and business retention person

- Assistance, as needed, with National Career Readiness Certification (ACT)
- SectorReady Workforce Initiative linking technical education & employer required skills
- Regional media campaign encouraging residents to get higher/better skills
- Access to Synchronist BRE contact management system; specific for each partner community
- Assistance in planning and executing company calls
- Provision of data reports from Synchronist
- Additional workforce development support and materials as developed
- Other
  - Quarterly “developers council” meetings to discuss projects, share community updates with the lead economic development people from community partners
  - Semi-annual public officials meetings for city and county officials to network and share

Our partners come from the public and private sectors and all believe we are stronger when we work together across the region rather than working apart. Our partners provide the scope of experience and information needed to help market the region and their own communities, improve the workforce for existing and future firms and build relationships that encourage regional growth. Each community will have a Lead Partner, which is the partner that directly addresses economic development and may, depending on the internal community approach, also be the lead for workforce development and other issues related to partnership with JRP.

The Lead Partner will provide:

- Multi-year base financial support primarily supporting the marketing of the community
- The key contact for economic development efforts who will
  - Keep community information updated on the website
  - Respond on timelines needed to for Requests for information from companies and consultants
  - Participate in the quarterly develop council meetings to share information
  - Participate in or find designee to participate in trade shows, etc noted above
- Key Introductions and encouragement to other public and private sectors partners in the community to provide equivalent financial support for workforce, business retention & expansion and other efforts by the Partnership
- The Key point of contact for Workforce and Existing Business programs
  - Introductions and encouragement to educational institutions to participate in workforce and educational development programs to enhance the local and regional workforce
  - Introductions and support to existing key firms to participate in Business Retention and Expansion calling programs.
- Provision of Staff and/or lead volunteer for participation in above Workforce and Existing Business Program and for other activities and events of the Partnership as may come forward.

Partners recognize that the emphasis of the JRP is on assisting each community/county in growing its existing economic and workforce base and attracting new companies to the region. In attracting new companies to the region, the JRP does not guarantee any community or county will receive that new company but is offering only the opportunity for a community or county to participate in the attraction process including marketing and activities as noted above. The JRP will assist in providing support to help each community and county make its best presentation for new business.

The JRP does not advocate relocation of companies within the region unless there is a compelling business reason provided by the company. All partners agree not to assist such relocations, particularly with incentives, without discussion with the home community.

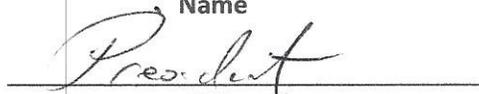
Signed this 6<sup>th</sup> day of June (month & day) of 2017.

By the Joplin Regional Partnership

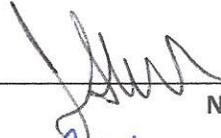
By City of Nevada Lead Partner



Name



Title



Name



Title



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 Joplin, MO 64801-2263  
 (417) 624-4150 Fax: (417) 624-4303  
 www.joplincc.com

Mr. J D Kehrman  
 City of Nevada  
 110 South Ash  
 Nevada, MO 64772

— INVOICE —

Invoice Date: 05/11/2017  
 Account #: 6022  
 Invoice #: 105778  
 Date Due: 05/11/2017  
 Amount Due: \$9,960.00

Amount Remitted: \_\_\_\_\_

Joplin Regional Partnership

City of Nevada - Mr. J D Kehrman			
Invoice Date: 05/11/2017	Account #: 6022	Invoice #: 105778	Date Due: 05/11/2017

Partnership Support 2017-2019: First Year	\$9,960.00
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Invoice Total:	\$9,960.00