

PROSPER PORTLAND

Portland, Oregon

RESOLUTION NO. 7273

AUTHORIZING A \$125,000 GRANT TO GREATER PORTLAND INC.

WHEREAS, Greater Portland Inc. ("GPI") is an Oregon non-profit corporation organized to work in partnership with regional governments and private entities to assist economic development by nurturing and recruiting businesses that bolster the regional economy and promote long-term job growth;

WHEREAS, Prosper Portland has successfully worked in partnership with GPI in the past on regional business development projects;

WHEREAS, Prosper Portland desires to assist GPI by providing a grant to GPI in the total amount of \$125,000, \$50,000 of which will be paid from the fiscal year ("FY") 2017-2018 budget, and \$75,000 of which will be paid from the FY 2018-2019 budget for the purpose of promoting strategic business recruitment, regional branding and marketing, and coordination of the Greater Portland Export Plan ("Grant Purposes").

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to enter into a Grant Agreement with GPI, substantially in the form of Exhibit A attached hereto ("Grant Agreement"), to provide funding of up to \$125,000 for the Grant Purposes;

BE IT FURTHER RESOLVED, that the Executive Director may approve changes to the Grant Agreement if such modifications do not materially change Prosper Portland's obligations or risks; and

BE IT FURTHER RESOLVED, that this resolution shall become effective immediately upon its adoption.

Adopted by the Prosper Portland Commission on June 13, 2018



Pam Micek, Recording Secretary

Grant No. _____

\$125,000.00

GRANT AGREEMENT

This Grant Agreement (“**Grant Agreement**”) dated as of June __, 2018 (the “**Effective Date**”), is entered into by and between **GREATER PORTLAND INC.**, an Oregon non-profit corporation (“**Grantee**”), and the CITY OF PORTLAND, a municipal corporation of the State of Oregon, acting by and through the PORTLAND DEVELOPMENT COMMISSION doing business as **PROSPER PORTLAND** (“**Grantor**” or “**Prosper Portland**”).

RECITALS

- A. Grantee operates the Portland region’s public-private economic development initiative.
- B. Prosper Portland desires to assist Grantee undertaking certain job retention and creation activities to increase Portland’s competitiveness as a global center of jobs, innovation and sustainability, which includes elements attributable to Portland FY 2017-18 (as set forth in **Exhibit A** hereto) and elements attributable to Portland FY 2018-19 (as set forth in **Exhibit B** hereto), (the substance of Exhibit A and Exhibit B, collectively, is the “**Project**”).
- C. Grantee has requested financial assistance from Grantor to aid and support its implementation of the Project.
- D. The goals and objectives of the Project are consistent with and will further the implementation of Grantor’s five year Strategic Plan and, accordingly, Grantor is willing to provide financial assistance to Grantee for the Project.
- E. Grantor and Grantee now desire to enter into this Grant Agreement to specify the amount and terms and conditions of Grantor’s financial assistance to Grantee for the Project.

NOW THEREFORE, the parties agree as follows:

ARTICLE 1 GRANT GENERALLY

Section 1.1 **Grant Amount.** On the terms and conditions of this Grant Agreement, Grantor agrees to make a grant to Grantee in an amount not to exceed FIFTY THOUSAND DOLLARS (\$50,000) which will be paid from the Prosper Portland FY 2017-2018 budget and expended by Grantee in FY 2017-2018 as set forth in Exhibit A hereto, and SEVENTY FIVE THOUSAND DOLLARS (\$75,000) of which will be paid from the Prosper Portland FY 2018-2019 budget and expended by Grantee in FY 2018-2019 as set forth in Exhibit B hereto (the “**Grant**”) to assist Grantee in implementing the Project. Grantee may use the Grant proceeds only for costs necessarily incurred, after July 1, 2017, to implement the Project and within the line item limits of the budget set forth in **Exhibit C** (the “**Budget**”), attached to this Grant Agreement and incorporated herein by this reference (“**Eligible Costs**”); provided, however,

that Grantee may transfer funds from one Budget line item to another so long as no line item is changed by more than 10 percent.

Section 1.2 **Disbursement of Grant Proceeds.** Grantor shall disburse the Grant proceeds to Grantee in two separate disbursements, one in relation to the Exhibit A portion of the Project prior to July 1, 2018, and one related to the Exhibit B portion of the Project prior to July 1, 2019, after Grantor's receipt of a timely request therefor in form and substance satisfactory to Grantor.

ARTICLE 2 GRANTEE'S REPRESENTATIONS AND WARRANTIES

Grantee represents and warrants to Grantor as follows:

Section 2.1 **Existence and Power; Authority.** Grantee is a non-profit corporation duly organized, validly existing and in good standing under the laws of the State of Oregon. Grantee has (a) full power and authority to carry on its business as now being conducted and as Grantee contemplates it to be conducted with respect to the Project, and (b) full power, authority, and legal right to execute and deliver this Grant Agreement and all other agreements, documents and instruments contemplated hereby or thereby (collectively, the "**Grant Documents**") and to incur and perform its obligations hereunder and thereunder. The execution and performance by Grantee of this Grant Agreement and the other Grant Documents have been duly authorized by all necessary action of Grantee. This Grant Agreement and the other Grant Documents have been duly executed by Grantee and will constitute legal, valid and binding obligations of Grantee, enforceable in accordance with their terms subject to the laws of bankruptcy, insolvency, or other similar laws affecting the enforcement of creditors' rights generally.

Section 2.2 **No Violations or Default.** Grantee is not in default under or in violation of any indenture or agreement to which it is a party or by which it is bound, or any order, regulation, ruling, or requirement of a court or other public body or authority. No creditor has given Grantee notice or threatened to give it any notice of default under any material agreement. No event has occurred and is continuing and no condition exists with respect to Grantee or the Project that would constitute an Event of Default or an event which, with the lapse of time or the giving of notice, or both, would become an Event of Default.

Section 2.3 **Litigation.** No action, suit or proceeding (and to Grantee's knowledge, no investigation) is pending against Grantee or with respect to the Project before any court or administrative agency, (a) the outcome of which, by itself or taken together with other such litigation, would be reasonably expected to have a material adverse effect on the business, assets, operations, or financial condition of Grantee, the Project or the power of Grantee to complete the Project or (b) which purports to affect the legality, enforceability, or validity of any Grant Document.

Section 2.4 **Compliance With Laws.** Grantee is in material compliance with all federal, state and local laws, rules, regulations, ordinances and orders applicable to it, the Project, and the completion thereof, including, without limitation, all applicable health and safety, environmental, and zoning laws.

ARTICLE 3 AFFIRMATIVE COVENANTS

Until completion of the Project or as otherwise indicated, Grantee covenants and agrees as follows:

Section 3.1 **Licenses; Maintenance of Business.** Grantee will remain a non-profit corporation validly existing under the laws of Oregon and will keep in force all licenses and permits necessary to the proper conduct of its business and the completion of the Project including, but not limited to, a City of Portland business license and certification as an Equal Employment Opportunity employer as required by Portland City Code 7.02.300 and 3.100, respectively.

Section 3.2 **Completion of Project and Performance of Obligations.** Grantee will comply with all the requirements of the Grant Documents, including but not limited to, those set forth in Exhibit A. Except to the extent a later date for a portion of the Project is set forth in Exhibit A, Grantee shall complete the Project no later than June 30, 2019 (the “**Project Completion Deadline**”) and Grantor is not obligated to reimburse any Project costs incurred after this date. Promptly after the Project Completion Deadline or any termination of this Grant Agreement, Grantee shall repay to Grantor any Grant funds remaining in Grantee’s possession that are not needed to cover Eligible Costs incurred prior to the Project Completion Deadline or the termination of this Grant Agreement, as the case may be. The foregoing repayment obligation shall survive any termination of this Grant Agreement.

Section 3.3 **Compliance with Laws and Use Restrictions.** Grantee will comply with all laws, ordinances, statutes, rules, regulations, orders, injunctions, or decrees of any government agency or instrumentality having jurisdiction over Grantee and the Project, including all applicable health and safety, environmental, and zoning laws.

Section 3.4 **Other Obligations.** Grantee will pay and discharge before the same shall become delinquent all indebtedness, taxes, and other obligations for which it is liable or to which its income or property is subject and all claims for labor and materials or supplies except any thereof whose validity or amount is being contested in good faith by Grantee in appropriate proceedings with adequate provision having been made in accordance with generally accepted accounting principles for the payment thereof if the contest is determined adversely to Grantee.

Section 3.5 **Indemnity.** Grantee shall indemnify and hold Grantor, its officers, employees and agents harmless from and against any and all liabilities, claims, losses, damages, or expenses (including attorney fees and expenses) which any of them may suffer or incur in connection with (a) the inaccuracy of any of the representations and warranties made by Grantee in any Grant Documents, (b) any transaction contemplated by this Grant Agreement or any other Grant Document or (c) the actions or inactions of Grantee, or its employees, agents or contractors, related to the Project, other than claims, losses, damages, or expenses that arise solely from the gross negligence or willful misconduct of Grantor. This Section 3.5 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.6 **Records and Inspection.** Grantee shall keep proper books of account and records on all activities associated with the Grant, including but not limited to, books of account and records on the expenditure of all Grant proceeds. Grantee will maintain these books of account and records in accordance with generally accepted accounting principles and shall retain the books of account and records until the later of three years after the Project Completion Deadline or the date that all disputes, if any, arising under this Grant Agreement or the other Grant Documents have been resolved. Grantee will permit Grantor and/or its duly authorized representatives to inspect, review and make excerpts and transcripts of its books of account and records with respect to the receipt and disbursement

of funds received from Grantor. Access to these records is not limited to the required retention period. The authorized representatives shall have access to the records at any reasonable time for as long as the records are maintained. This Section 3.6 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.7 **Audits.** Grantor, either directly or through a designated representative, may conduct financial and performance audits of the use of Grant proceeds and the implementation of the Project at any time during Project implementation and during the three-year period after the Project Completion Deadline. Audits will be conducted in accordance with generally accepted auditing standards as promulgated in *Government Auditing Standards* by the Comptroller General of the United States General Accounting Office. If an audit finds that payments to Grantee were in excess of the amount to which Grantee was entitled, then Grantee shall repay that amount to Grantor. In the event of such audit, Grantee agrees to provide the designated auditor with reasonable access to Grantee's employees and make all such financial, performance and compliance records available to the auditor. This Section 3.7 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.8 **Insurance.** Grantee shall carry, at a minimum, insurance coverage in the amounts set forth below:

(a) **Workers' Compensation Insurance** in compliance with ORS 656.017, which requires subject employers to provide workers' compensation coverage for their subject workers. This coverage is required of grantees with one or more employees, unless exempt under ORS 656.027.

(b) **General Liability** insurance with a combined single limit of not less than **\$1,000,000**, on an occurrence basis, for bodily injury and property damage. This type of insurance shall provide contractual liability coverage for the indemnification required under this Grant Agreement. Additionally, "**The Portland Development Commission, the City of Portland and each of their respective officers, agents and employees**" must be named as Additional Insured with respect to Grantee's Project activities under this Grant Agreement.

(c) **Automobile Liability** insurance with a combined single limit of not less than **\$500,000** per occurrence, for bodily injury and property damage, including coverage for owned, hired, or non-owned vehicles, as applicable.

Prior to execution of this Agreement, Grantee must provide Grantor with certificates of insurance. The certificate(s) should be sent to the attention of Daniel Spero. Insuring companies or entities are subject to Grantor's acceptance and must be licensed to provide insurance in the state of Oregon. Grantee's insurance shall be primary insurance, and any commercial insurance or self-insurance maintained by the City of Portland and/or Grantor shall not contribute to it. This Section 3.8 shall survive completion of the Project until the Project Completion deadline.

Section 3.9 **Recycled Products.** To the maximum extent economically feasible, Grantee shall use good faith efforts to use recycled products in connection with its implementation of the Project.

Section 3.10 **Reporting Requirements** Grantee shall prepare and submit to Grantor no later than August 30, 2018 an interim written report on the Exhibit A portion of the Project that describes Project work completed that took place from August 30, 2017 to June 30, 2018 and provides information on the Project metrics as set forth in Exhibit A, hereto. Grantee shall prepare and submit to Grantor no later than August 30, 2019 a final written report on the Project that describes Project work completed that took place from July 1, 2018 to June 30, 2019 and provides information on the Project metrics as set forth in Exhibit B, hereto.

ARTICLE 4 EVENTS OF DEFAULT

Any of the following shall constitute an Event of Default under this Grant Agreement:

Section 4.1 **Failure to Pay General Debts When Due.** Grantee (i) applies for or consents to the appointment of, or the taking of possession by, a receiver, custodian, trustee, or liquidator of itself or of all or a substantial part of its property, (ii) admits in writing its inability to pay, or generally is not paying, its debts as they become due, (iii) makes a general assignment for the benefit of creditors, (iv) commences a voluntary action under the United States Bankruptcy Code (as now or hereafter in effect), (v) is adjudicated a bankrupt or insolvent; (vi) files a petition seeking to take advantage of any other law relating to bankruptcy, insolvency, reorganization, winding up, or composition or adjustment of debts, (vii) fails to controvert in a timely or appropriate manner, or acquiesces or consents in writing to, any petition filed against it, in an involuntary action under the United States Bankruptcy Code (as now or hereafter in effect), or (viii) takes any action for the purpose of effecting any of the foregoing.

A proceeding or case is commenced against Grantee, without its consent, in any court of competent jurisdiction, seeking (i) the liquidation, reorganization, dissolution, windup, or composition or readjustment of the debts of Grantee, (ii) a receiver, trustee, custodian, liquidator, or the like is appointed for Grantee or for all or a substantial part of its assets, or (iii) relief is granted to Grantee under any law relating to bankruptcy, insolvency, reorganization, winding up, or composition or adjustment of debts, and such proceeding or case continues undismissed, or (iv) an order, judgment, or decree approving or ordering any of the foregoing is entered and continues unstayed and in effect for any period of 60 days, or an order for relief against Grantee is entered in an involuntary case under the United States Bankruptcy Code (as now or hereafter in effect).

Section 4.2 **Failure to Disclose Material Facts.** Grantee fails to disclose any fact material to the making of the Grant, or a disbursement, to Grantee, or upon discovery by Grantor of any misrepresentation by, on behalf of, or for the benefit of, Grantee.

Section 4.3 **Failure to Pay Amounts Due.** Grantee fails to pay any sum due under this Grant Agreement or any other Grant Document within the time specified herein or therein.

Section 4.4 **Failure to Comply with Other Obligations.** Grantee fails to observe, perform, discharge or comply with any other covenant, agreement or obligation imposed on Grantee by this Grant Agreement or any other Grant Document and such failure remains uncured 30 days after written notice thereof to Grantee.

ARTICLE 5 RIGHTS AND REMEDIES UPON EVENT OF DEFAULT

Upon the occurrence of an Event of Default and at any time thereafter, Grantor may, at its option, exercise any one or more of the following rights and remedies:

Section 5.1 **Repayment.** Grantor may declare the entire original Grant (or so much thereof as has been disbursed to Grantee) and other charges payable by Grantee pursuant to this Grant Agreement or any other Grant Document, to be immediately due and payable in full and, upon such declaration, Grantee shall pay to Grantor the amount declared to be immediately due and payable.

Section 5.2 **Termination of Funding Obligation.** Grantor may, by and effective upon written notice to Grantee, terminate Grantor's obligation to disburse additional Grant funds to Grantee.

Section 5.3 **No Election Required.** Grantor shall have any other right or remedy provided in this Grant Agreement or any other Grant Document, or available at law, in equity, or otherwise in such order and manner as it may select.

Section 5.4 **Rights and Remedies Cumulative.** All rights and remedies described in this Article 5 are cumulative and in addition to any other remedy Grantor may have by agreement, at law, or in equity. Partial exercise of any right or remedy shall not limit or restrict Grantor's subsequent exercise of such right or remedy nor shall it restrict Grantor's contemporaneous or subsequent exercise of any other right or remedy.

Section 5.5 **No Waiver.** No failure on the part of Grantor to exercise, and no delay in exercising, any right, power, or privilege under this Grant Agreement or any other Grant Document shall operate as a waiver of that right or any other right. No modification or waiver of any provision of this Grant Agreement or any other Grant Document shall be effective unless in writing, and then only in specific instance and for the purpose given. No notice or demand on Grantee shall entitle Grantee to any other notice or demand in other similar circumstances.

Section 5.6 **Payment of Costs of Collection.** In case of an Event of Default or an event which, with the lapse of time or the giving of notice, or both, would become an Event of Default, or in case litigation is commenced to enforce or construe any term of this Grant Agreement or any other Grant Document, the losing party will pay to the prevailing party such amounts as shall be sufficient to cover the cost and expense of collection or enforcement, including, without limitation, reasonable attorney fees and costs prior to and at any arbitration proceeding or at trial, on appeal, or in any bankruptcy proceeding.

ARTICLE 6 MISCELLANEOUS

Section 6.1 **Counterparts.** This Grant Agreement may be executed in any number of counterparts, and any single counterpart or set of counterparts signed, in either case, by all the parties hereto shall constitute a full and original instrument, but all of which shall together constitute one and the same instrument.

Section 6.2 **Survival.** All agreements, representations, and warranties shall survive the execution and delivery of this Grant Agreement, any investigation at any time made by Grantor or on its behalf and the making of the Grant.

Section 6.3 **Notice.** Any notice required or permitted under this Grant Agreement shall be in writing and shall be deemed effective (1) when actually delivered in person, (2) one business day after deposit with a commercial courier service for "next day" delivery, (3) two business days after having been deposited in the United States mail as certified or registered mail, or (4) when transmitted by facsimile (answer back or receipt confirmed), addressed to the parties as follows:

If to Grantee: Greater Portland, Inc.
Attn: Janet LaBar
111 SW Columbia Street, Suite 830
Portland, Oregon 97204
Telephone: (503) 445-8065, ext. 101
Facsimile: (503) 445-8071

If to Grantor: Prosper Portland
Attn: Kimberly Branam
222 NW Fifth Avenue
Portland, OR 97209
Telephone: (503) 823-3428

Section 6.4 **Successors and Assigns.** Grantee may not assign this Grant Agreement, in whole or in part, without the prior written consent of Grantor. This Grant Agreement shall be binding upon and shall inure to the benefit of the parties and their respective permitted successors and assigns.

Section 6.5 **Subgrants.** Grantee may not subgrant any portion of the Grant without the prior written consent of Grantor. Notwithstanding an approved subgrant, Grantee shall remain fully responsible for the proper use of all Grant proceeds and for completion of the Project by the Project Completion Deadline. Grantee shall enter into a written agreement with each permitted subgrantee that describes the permitted use of the subgranted funds and requires the subgrantee to comply with the applicable portions of this Grant Agreement, including but not limited to, the record keeping and reporting requirements set forth in Section 3.6 hereof and in the scope of work described in Exhibit A attached hereto, as necessary to permit Grantee to satisfy its recording keeping and reporting requirements under this Grant Agreement, and the audit requirements of Section 3.7.

Section 6.6 **Governing Law, Jurisdiction, Venue.** This Grant Agreement and the other Grant Documents shall be governed by and construed in accordance with the laws of the State of Oregon. Any legal action regarding this Grant Agreement or the other Grant Documents must be brought and conducted in the federal or state court, as appropriate, serving Multnomah County, Oregon, and the parties hereby consent to the jurisdiction and venue of such courts.

Section 6.7 **Modification; Prior Grant Agreements; Headings.** This Grant Agreement may not be modified or amended except by an instrument in writing signed by Grantee and Grantor. This Grant Agreement taken together with the other Grant Documents reflect and set forth the entire agreement and understanding of the parties with respect to the subject matter hereof, and supersede all prior agreements and understandings relating to such subject matter. The headings in this Grant Agreement are for the purpose of reference only and shall not limit or otherwise affect any of the terms hereof.

Section 6.8 **Validity; Severability.** If any provision of this Grant Agreement is held to be invalid, such event shall not affect, in any respect whatsoever, the validity of the remainder of this Grant

Agreement and the remainder shall be construed without the invalid provision so as to carry out the intent of the parties to the extent possible without the invalid provision.

Section 6.9 **Exhibits.** The exhibits to this Grant Agreement are, by this reference, incorporated into and deemed a part of this Grant Agreement as if they were fully set forth in the text hereof.

Section 6.10 **Time of Essence.** Time is of the essence of this Grant Agreement and each of the Grant Documents.

Section 6.11 **Relationship of the Parties.** Nothing contained in this Grant Agreement or any acts of the parties hereto shall be deemed or construed to create the relationship of principal and agent, or of partnership, or of joint venture or of any other association other than that of independent contracting parties.

Section 6.12 **No Third Party Beneficiary Rights.** No person not a party to this Grant Agreement is an intended beneficiary of this Agreement, and no person not a party to this Grant Agreement shall have any right to enforce any term of this Agreement.

IN WITNESS WHEREOF, the parties hereto have caused this Grant Agreement to be executed by their duly authorized representatives effective as of the date first above written.

GRANTOR:

GRANTEE:

PROSPER PORTLAND

GREATER PORTLAND INC., an Oregon non-profit corporation

By: _____
Kimberly Branam, Executive Director

By: _____

Name: _____

APPROVED AS TO FORM:

Title: _____

By: _____
Prosper Portland Legal Counsel

EXHIBIT A
 to
Grant Agreement Between Prosper Portland and Greater Portland Inc

**Greater Portland Inc Scope of Work with Prosper Portland related to FY 2017-18 Project
 January through June 2018**

In alignment with Prosper Portland’s five-year Strategic Plan and GPI’s 2018 Work Plans, the following scope will be completed.

Prosper Portland Strategic Plan Objective	GPI Work Plan Activity	Metric	Supporting Documentation (if any)
1. Create healthy, complete neighborhoods throughout Portland. // 1.2 2. Create access to high quality employment for Portland residents. // 2.1, 2.2, 2.3 3. Foster wealth creation within communities of color and low-income neighborhoods. // 3.1 4. Form 21st century civic networks, institutions, and partnerships. // 4.1, 4.2, 4.4	GREATER PORTLAND 2020		
	Continue to provide operational structure + support to Greater Portland 2020. Build momentum around implementation. Secure institutional alignment and support for Greater Portland 2020. Increase industry engagement in Greater Portland 2020. Build capacity for implementation through development of Greater Portland 2020 Fellows program.	Same as activity. Engage 1-5 target industry members in Greater Portland 2020. Align with partners. Raise minimum of \$43K from new/alternate sources to support Greater Portland 2020. GPI has a FTE dedicated to management of GP2020 plan implementation.	See attached Greater Portland 2020 Comprehensive Economic Development Strategy (CEDS). The CEDS has been approved the U.S. Department of Commerce Economic Development Administration. GP2020 Progress Update – prioritize GP2020 activities that advance a social and racial equity agenda for regional economic development Diversity in Leadership Initiative
4. Form 21st century civic networks, institutions, and partnerships // 4.1, 4.4	Communicate Greater Portland 2020. Develop and implement a communication plan. Update and maintain Greater Portland 2020 web site.	Same as activity. Greater Portland Economic Development District (GPEDD, dba Greater Portland 2020) functions as regional coordinator and evaluator for federal grant proposals to federal agencies.	

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Prosper Portland Strategic Plan Objective	GPI Work Plan Activity	Metric	Supporting Documentation (if any)
2. Create access to high quality employment for Portland residents. // 2.1, 2.2	<p>BUSINESS DEVELOPMENT</p> <p>Execute domestic business recruitment strategy.</p> <p>Develop and execute strategy for recruiting businesses that share Prosper Portland's equity values. Conduct direct outreach in collaboration with Prosper Portland's B&I Team as necessary.</p> <p><i>In coordination with Prosper Portland's B&I team, develop and execute domestic headquarter calling campaign for anchor companies in Prosper Portland's key traded sector clusters.</i></p> <p><i>Ensure that national site selectors and key investment targets are aware of Prosper Portland's major redevelopment projects, including the Broadway Corridor, South Waterfront, and the ODOT Blocks</i></p> <p><i>Promote financial programs offered through Prosper Portland's Urban Renewal Areas to inbound prospects and document activity</i></p> <p><i>Examine ways to promote traded sector investment in East Portland</i></p> <p><i>Augment role and reputation as region's go-to team for national site selectors by demonstrating market expertise and effective project management capabilities.</i></p> <p><i>Continue building local and national brokerage and multiplier networks. Position GPI as trusted partner</i></p>	<p>Target minimum of 21 new prospects and assist in the recruitment of 86-185 jobs by 06/30/2018.</p> <p>Execute a minimum of 7 sales missions by 06/30/2018.</p> <p>Deliver a minimum of 22 assists** to communities throughout the region. +</p> <p>Provide a status report for the stated metrics by 8/30/2018 for the fiscal year that ends on 6/30/2018.</p> <p>**Number of instances that GPI has provided assistance (i.e. research/data analysis, market intelligence, requested help with company visits), to communities in support of their economic development or business retention/expansion efforts</p> <p>+Support Prosper Portland in outreach to companies by making business case for existing companies to stay and grow and promoting Greater</p>	<p>Business development activity reports (including pipeline).*</p> <p>GPI Dashboard.*</p> <p>2018 sales mission calendar.</p> <p><i>*shared monthly with Prosper Portland</i></p>

	<p>for economic development projects.</p> <p><i>Pursue connections to companies and decision makers via market opportunities, industry events and through direct marketing.</i></p> <p><i>Leverage trade shows and events to showcase Greater Portland, identify leads and prospects and stay informed of current trends.</i></p> <p><i>Activate regional export + foreign direct investment plan.</i></p> <p><i>Build on federal resources through Select USA investment programs, events and networks. Evaluate and/or support contractor models at the state and/or regional level.</i></p> <p><i>In collaboration with Prosper Portland's B&I Team, develop and execute a global headquarter calling campaign (ideally in conjunction with existing trade missions) for anchor companies in Prosper Portland's key traded sector clusters.</i></p> <p><i>Leverage country-specific resources and collaborate with partner organizations around marketing and media outreach to amplify awareness of Greater Portland.</i></p> <p><i>Identify and apply best practices from other Global Cities metros to build regional role in helping existing companies grow through export activity.</i></p>	<p><i>Portland's business competitiveness. Upon request, provide Prosper Portland staff with custom research and creation of impact models for retention efforts.</i></p>	
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Prosper Portland Strategic Plan Objective	GPI Work Plan Activity	Metric	Supporting Documentation (if any)
<p>2. Create access to high quality employment for Portland residents. // 2.2</p>	<p>MARKETING + COMMUNICATIONS</p> <p>Market directly to companies + site selectors.</p> <p>Create and send quarterly email marketing campaigns to qualified leads: c-level executives, site selectors and decision makers our business development team has met with during sales missions.</p> <p>Produce one to two videos that highlight the Greater Portland region, companies within GPI's target industries, and value proposition for direct marketing.</p> <p>Host two familiarization (FAM) tours for site selection consultants, company prospects and foreign direct investment (FDI) multipliers to showcase the region and its offerings, including large sites.</p> <p>Manage communications messaging and offer press coordination for intra-regional retention projects</p>	<p>Target minimum of 1500 marketing recruitment contacts by 6/30/2018.</p> <p>Execute marketing in a minimum of 2 FDI markets.</p>	<p>GPI Dashboard.*</p> <p>*shared monthly with Prosper Portland</p>
<p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1</p>	<p>Expand GPI's PR reach locally, nationally + internationally.</p> <p>Pitch one to two top-tier national media outlets. Possible pitch examples include: work GPI and our partners are doing, unique assets of the Greater Portland region or project wins that have occurred.</p> <p>Leverage partner/investor expertise and create co-authored bylines or op-eds.</p>	<p>Secure 50M impressions through national and international earned media placements.</p>	

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Prosper Portland Strategic Plan Objective	GPI Work Plan Activity	Metric	Supporting Documentation (if any)
<p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1</p>	<p>BUSINESS + MARKET RESEARCH</p> <p>Build a strong reputation for market expertise + professional service.</p> <p><i>Systematize project management process in collaboration with cities and regional economic development partners.</i></p> <p><i>Maintain a repository of community assets and data to ensure that marketing materials and other key information are current and easily accessible.</i></p> <p><i>Participate in at least one (1) Economic Development staff meeting at Prosper Portland to showcase GPI's research, marketing and PR capabilities, as well as share industry trends of targeted markets.</i></p> <p>Support regional collaboration around development of industry clusters with an emphasis on equity.</p> <p><i>Build a regional market intelligence program around two industry clusters. Develop a pilot program for data sharing and strategy development in collaboration with cities, cluster organizations and other existing efforts.</i></p> <p><i>Explore emerging growth clusters.</i></p> <p>Conduct economic research + analysis to monitor regional competitiveness.</p> <p><i>Monitor policies that affect Oregon and Washington's business climate.</i></p> <p><i>Track competitiveness trends among national and international peer regions.</i></p>	<p>Same as metric.</p>	

EXHIBIT B
to
Grant Agreement Between Prosper Portland and Greater Portland Inc
Greater Portland Inc Scope of Work with Prosper Portland related to FY 2018-19 Project

In alignment with Prosper Portland's five-year Strategic Plan and GPI's 2018 Work Plan & 2019 Proposed Work Plans, the following scope will be completed.

Prosper Portland Strategic Plan Objective	GPI Action	Metric	Supporting Documentation (if any)
1. Create healthy, complete neighborhoods throughout Portland. // 1.2 2. Create access to high quality employment for Portland residents. // 2.1, 2.2, 2.3 3. Foster wealth creation within communities of color and low-income neighborhoods. // 3.1 4. Form 21st century civic networks, institutions, and partnerships. // 4.1, 4.2, 4.4	GREATER PORTLAND 2020		
	<p>Action #1: Continue to provide operational structure and support to Greater Portland 2020. Build momentum around implementation. <i>Secure institutional alignment and support for Greater Portland 2020.</i> <i>Increase industry engagement in Greater Portland 2020.</i></p> <p>Action #2 Create and manage GP2020 activities that advance an equity agenda for regional economic development. <i>Greater Portland Economic Development District (GPEDD, dba Greater Portland 2020) functions as regional coordinator and evaluator for federal grant proposals to federal agencies.</i></p> <p>Action #3 Communicate Greater Portland 2020. Update and maintain Greater Portland 2020 website; communicate via social media.</p> <p>Action #4 Conduct economic research and analysis to monitor regional competitiveness. Monitor policies that affect Oregon and Washington's business climate. Track competitiveness trends among national and international peer regions.</p>	<p>Metric #1a: Engage 5-10 target industry members in Greater Portland 2020, in keeping with the Roles & Responsibilities with Prosper Portland, to be developed (Action #10).</p> <p>Metric #1b: GPI has a FTE dedicated to management of GP2020 plan implementation.</p> <p>Metric #2: 2-4 signature Greater Portland 2020 events.</p> <p>Metric #3: 5-20 website updates annually. 3-15 Social media updates for GP2020 Signature Projects. 12-24 Email updates to GP2020 Council and work teams.</p> <p>Metric #4: Dashboard tracking competitiveness against other metro peer regions.</p>	<p>See attached Greater Portland 2020 Comprehensive Economic Development Strategy (CEDS).</p> <p><i>The CEDS has been approved the U.S. Department of Commerce Economic Development Administration.</i></p> <p>GP2020 Progress Update – prioritize GP2020 activities that advance a social and racial equity agenda for regional economic development</p> <p>Diversity in Leadership Initiative</p>

Prosper Portland Strategic Plan Objective	GPI Action	Metric	Supporting Documentation (if any)
<p>2. Create access to high quality employment for Portland residents. // 2.1, 2.2</p>	<p>BUSINESS DEVELOPMENT Action #5: Execute domestic business recruitment strategy. Prosper Portland/GPI Alignment: Develop and execute strategy for recruiting businesses that share Prosper Portland's equity values. Conduct direct outreach in collaboration with Prosper Portland's B&I Team as necessary. In coordination with Prosper Portland's B&I team, develop and execute domestic headquarter calling campaign for anchor companies in Prosper Portland's key traded sector clusters. Ensure that national site selectors and key investment targets are aware of Prosper Portland's major redevelopment projects, including the Broadway Corridor, South Waterfront, and the ODOT Blocks. Provide equal level of intent to attract capital investment to Airport Way, River District, Downtown Waterfront, Central Eastside, Lents & Gateway URAs. When Prosper Portland provides eligible sites and investment information by the project/site selection request deadline, GPI will include this content in the site-selection response. Promote financial programs offered through Prosper Portland's Urban Renewal Areas when marketing the Portland metro area. When relevant financial programs are provided to GPI by Prosper by the site selection request deadline, GPI will include these programs in site selection response to inbound prospects. Examine ways to promote traded sector investment in East Portland. Augment role and reputation as region's go-to team for national site selectors by demonstrating market expertise and effective project management capabilities.</p>	<p>Metric #5a: Target minimum of 41 new prospects and assist in the recruitment of 171-369 jobs by 06/30/2019. Metric #5b: Execute a minimum of 10 sales missions by 06/30/2019. Metric #5c: Deliver a minimum of 49 assists** to communities throughout the region. + Metric #5d: Execute call campaign directly targeting 135-165 companies with a high likelihood for expansion, based on extensive internal research, that align with key traded sector clusters. Metric #5e: Provide an annual report to update status for the stated metrics by 8/30/2019 for the fiscal year that ends on 6/30/2019. **Number of instances GPI has provided assistance (i.e. research / data analysis, market intelligence, requested help with company visits), to communities in support of their economic development or business retention/expansion efforts +Support Prosper Portland in company outreach by making business case for existing</p>	<p>Business development activity reports (including pipeline).*</p> <p>Maintain documentation (e.g. Prosper Portland's RFP responses and marketing material) demonstrating that business development activities are promoting physical development in URAs, with the intent to attract capital investment in these areas. For those projects that move into URAs, track capital investment when this information is available to GPI.</p> <p>GPI Dashboard.* 2018 & 2019 sales mission calendar. *shared monthly with Prosper Portland</p>

	<p>Continue building local and national brokerage and multiplier networks. Position GPI as trusted partner for economic development projects.</p> <p>Pursue connections to companies and decision makers via market opportunities, industry events and through direct marketing.</p> <p>Leverage trade shows and events to showcase Greater Portland, identify leads and prospects and stay informed of current trends.</p> <p>Prosper Portland/GPI Alignment: Business development is conducted with intent to promote URA development equally by encouraging investment in the development, redevelopment, rehabilitation, and adaptive reuse of urban land and buildings for employment opportunities aligned to the following non-housing URA Plan objectives:</p> <p>Gateway URA: Encourage investment in the development, rehabilitation, and adaptive reuse of urban land and building for employment opportunities.</p> <p>Lents URA: Encourage investment in the development, redevelopment, rehabilitation and adaptive reuse of urban land and buildings for employment opportunities. Sustain and support business development activities to retain, expand and recruit businesses.</p> <p>Airport Way: ...the Area will be developed and redeveloped by private sector initiative and in the process of such development and redevelopment produce job generating industries and businesses and increase property values.</p> <p>Central Eastside: The primary goal of the Plan is to improve the condition and appearance of the Area, eliminate blight and blighting influences, to expand and improve public facilities and to stimulate private investment and economic growth in the Central Eastside Urban Renewal Area.</p> <p>Downtown Waterfront: Aligned with the Old Town/Chinatown Five-Year Action Plan, attract new</p>	<p>companies to stay and grow and promoting the region's business competitiveness. Upon request, provide Prosper Portland staff with custom research and creation of impact models for retention efforts.</p> <p>Metric #5f Participate in Prosper Portland-led task force/teams to examine ways to promote traded sector investment in East Portland.</p> <p>Metric #6a Execute marketing in a minimum of 2 FDI events.</p> <p>Metric #6b Amplify awareness of Greater Portland to at least 3 state and regional contractors.</p> <p>Metric #7 Participate in at least one (1) Economic Development staff meeting at Prosper Portland to showcase GPI's research, marketing and PR capabilities, as well as share industry trends of targeted markets.</p>	
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Prosper Portland Strategic Plan Objective	GPI Action	Metric	Supporting Documentation (if any)
<p>2. Create access to high quality employment for Portland residents. // 2.2</p>	<p>MARKETING + COMMUNICATIONS</p> <p>Action #8: Market directly to companies and site selectors. Directly market development in URAs when recruiting.</p> <p><i>Create and send quarterly email marketing campaigns to qualified leads: c-level executives, site selectors and decision makers that GPI's business development team has met with during sales missions.</i></p> <p><i>Host at least one familiarization (FAM) tour for site selection consultants, company prospects and/or foreign direct investment (FDI) multipliers to showcase the region and its offerings.</i></p> <p>Ensure that relevant materials include information on Prosper Portland's Urban Renewal Area (URA) resources, and promote physical development in these areas.</p> <p>Prosper Portland/GPI Alignment: <i>When information is furnished by Prosper Portland to GPI, include that information in relevant marketing materials on Prosper Portland's Urban Renewal Area (URA) resources, and promote physical development in these areas.</i></p>	<p>Metric #8a: Execute at least one regional FAM tour by 6/30/2019.</p> <p>Metric #8b: Target minimum of 3,000 marketing recruitment contacts by 6/30/2019.</p> <p>Metric #8c: Develop and maintain printable regional-level marketing materials for Prosper Portland's four traded sector clusters, updating these at least annually.</p>	<p>GPI Dashboard.*</p> <p>Maintain documentation demonstrating that marketing materials are promoting physical development in URAs, with the intent to attract capital investment in these areas.</p> <p>Maintain and compile Prosper Portland submitted responses to RFPs.</p> <p><i>*shared monthly with Prosper Portland</i></p>
<p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1</p>	<p>Action #9: Expand GPI's PR reach locally, nationally + internationally.</p> <p><i>Possible pitch examples include: work GPI and our partners are doing, unique assets of the Greater Portland region or project wins that have occurred.</i></p> <p><i>Leverage partner/investor expertise and create co-authored bylines or op-eds.</i></p>	<p>Metric #9: Secure 50M impressions through national and international earned media placements.</p>	

Prosper Portland Strategic Plan Objective	GPI Action	Metric	Supporting Documentation (if any)
4. Form 21st century civic networks, institutions, and partnerships. // 4.1	<p>BUSINESS + MARKET RESEARCH <i>Maintain a repository of community assets and data to ensure that marketing materials and other key information are current and easily accessible.</i></p> <p>Support regional collaboration around development of industry clusters with an emphasis on equity.</p> <p><i>Explore emerging growth clusters.</i></p> <p>Conduct economic research + analysis to monitor regional competitiveness.</p> <p><i>Monitor policies that affect Oregon and Washington's business climate.</i></p> <p><i>Track competitiveness trends among national and international peer regions.</i></p> <p>Action #10: Ensure that Roles & Responsibilities between Prosper Portland, GPI, and other partners are consistently followed and understood.</p>	Same as metric.	
		<p>Metric #10: Mutually agree to Roles & Responsibilities by June 30, 2019. ^GPI will review and comment on Prosper Portland proposed roles and responsibilities within 30 days of receipt.</p>	Roles & Responsibilities, when finalized.

EXHIBIT C

Budget

Item	FY 17-18	FY 18-19
Personnel	\$48,000	\$70,000
Materials & Services	\$2,000	\$5,000
Operating Expenses		
Indirect		
Total	\$50,000	\$75,000



**PROSPER
PORTLAND**
Building an Equitable Economy

RESOLUTION NO. 7274

RESOLUTION TITLE:

AUTHORIZING A \$125,000 GRANT TO GREATER PORTLAND INC.


Adopted by the Prosper Portland Commission on June 13, 2018

PRESENT FOR VOTE	COMMISSIONERS	VOTE		
		Yea	Nay	Abstain
<input checked="" type="checkbox"/>	Chair Gustavo J. Cruz, Jr.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Alisha Moreland-Capuia MD	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Francesca Gambetti	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Peter Platt	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner William Myers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/> Consent Agenda <input type="checkbox"/> Regular Agenda				

CERTIFICATION

The undersigned hereby certifies that:

The attached resolution is a true and correct copy of the resolution as finally adopted at a Board Meeting of the Prosper Portland Commission and as duly recorded in the official minutes of the meeting.

	Date: June 15, 2018
Pam Micek, Recording Secretary	