

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

July 24, 2023

The City Council
Niagara Falls, New York

**RE: Agreement with the Niagara County Industrial Development Agency
(Project Manager Services for Department of Economic Development)**

Council Members:

As you know, the Department of Economic Development performs and coordinates activities relative to business and economic development in the City of Niagara Falls. There is an opportunity to strengthen this Department's efforts toward the development of business opportunities in the City through an agreement with the Niagara County Industrial Development Agency ("IDA"). This proposed intergovernmental agreement would provide the City with the services of the IDA Project Manager, Jeremy J. Geartz, on a part-time basis in order to promote and assist the City in pursuit of its development goals.

Under the proposed agreement, the Project Manager would spend a minimum of one day per week at the City's Economic Development office to coordinate with City staff. The Project Manager's duties would include, but not be limited to: responding to business leads received by the Mayor/City personnel; business outreach and assessment; identifying grant opportunities; compiling information for new and growing business financing; promotion of the City to expanding businesses and commercial brokers, and; assistance in lobbying efforts to obtain maximum state resources. The term of the agreement would run from the date of execution through May 31, 2028, with a 60 day right of cancellation. In consideration for the Project Manager's services, the City will pay the IDA in amount equal to 1/5 of the Project Manager's salary and benefits, in monthly installments. Funding is available from the budget appropriation for the vacant Director of Economic Development, A.8020.4720.0110.000.

Will the Council so approve and authorize the Mayor to execute an agreement satisfactory to the office of the Corporation Counsel in both form and content?

Submitted by:

ROBERT M. RESTAINO
Mayor

Bax _____ Cauley _____ Myles _____ Tompkins _____ Zajac _____