

Auburn-Lewiston Economic Development Protocol

WHEREAS, Auburn and Lewiston are committed to pursuing economic development collaboratively in order to increase our ability to attract and maintain investment in our respective communities; and

WHEREAS, competition for economic development can create barriers and be a hindrance to prospective developers;

WHEREAS, Auburn and Lewiston desire to set forth uniform procedures to eliminate any real or perceived perception of a competitive environment in the pursuit of economic development opportunities; and

WHEREAS, the City Councils of Auburn and Lewiston believe the role that each public, quasi-public, and private organization plays to promote the area and attract new investments that contribute to expanding employment and property tax base is properly set forth in the articulation of this policy,

IT IS HEREBY RESOLVED, That the Cities of Auburn and Lewiston, the Lewiston/Auburn Economic Growth Council, the Auburn Business Development Corporation, and the Lewiston Development Corporation hereby subscribe to the Economic Development Protocol as set forth herein.

A. GENERAL INQUIRIES

1. When an individual or business contacts either the City of Auburn or the City of Lewiston, LAEGC shall serve as a coordinating agent to inform the respective city that a client is interested in assessing economic development opportunities within their community. If the inquiry is first made to either city, that City will contact LAEGC and include LAEGC as a partner as early in the discussion process as possible.
2. When either City or LAEGC is contacted first by a client, the discussion at that point with the client should focus on the prerequisite needs of the project. The question will be asked if the client wishes to be informed of opportunities that may exist in either Auburn or Lewiston. LAEGC should then prepare a project description and disseminate that information where appropriate.
3. Both cities will work with LAEGC staff in putting together a list of potential sites that address a client's needs. Presentation of those sites to the client will be directed by LAEGC staff with support from the City Development Departments.

4. As the list of potential sites becomes more focused and narrowed, LAEGC shall continue to work with the Development Directors to identify potential issues and develop strategies to overcome impediments.
5. If any incentives are being considered, LAEGC will be the coordinating agent in putting proposals before the client in writing. The development of the proposal will be done in conjunction with the Cities' development teams. This will ensure that when a client decides on a site location, the city will support the proposal the client now expects to be delivered. No counter offers will be submitted by the other community.
6. Once the site is selected and the client has decided to invest, the LAEGC staff will work with the Development Department of that community to finalize the transaction.
7. Unless the client requires confidentiality, the work in progress may be reported at appropriate board meeting.
8. Although LAEGC will be informed of each client inquiry, it is recognized that many development projects are not the focus of, nor consistent with, the stated purpose of LAEGC. Therefore, traditional housing, retail/commercial/office service clients should be engaged by the respective City Development Departments.

B. Development Proposals from Existing Businesses or Businesses that have Pre-Selected the Site

1. The Cities of Lewiston and Auburn will not recruit businesses from the other city; If one City receives an inquiry from a business located in the other city, the City will seek assurances from the client that they are not, nor desire to be, engaged in discussions with their host community. If they have been pursuing development plans in their host community, staff will seek assurances, preferably in writing, that those discussions have been terminated and there is no intention of reopening negotiations.
2. If a community becomes aware that an entity located in the other community is considering an expansion/relocation, but has not approached LAEGC or the

host community for assistance, it shall be that community's responsibility to inform either the LAEGC or the host community of the potential project. Unless the client has indicated a determination to relocate to the other city, preference in the project development process should be given to the host community.

3. Unless the client expresses a preference to the contrary (i.e. wishes to deal exclusively with either Lewiston or Auburn) LAEGC will be the lead agency in project development.

C. Tax Increment Finance Districts

When the Cities are considering establishing a TIF for a prospective development, exceptions from the Joint TIF Policy may be agreed to if it is determined that it is in the best interest of either community to support business retention or attraction. If either City Council wishes to deviate from the Joint TIF Policy, it agrees to follow the Joint L/A Economic Development Protocol and agrees to work collaboratively on the presentation of the final community TIF proposal to prospective business.

D. Notice of Intent to Withdraw

If either City wishes to discontinue this joint approach to economic development, it must give the other City at least 60 days notice of its intent to withdraw from using the protocol.

E. Annual Review

This Agreement will be reviewed one year after its approval in order to review whether it has met the City Councils' goals and objectives.