

Team Grey

Memorandum of Understanding

Municipal Delegations
2026



Team Grey MOU

Priority 1: Leadership and Collaboration

Goal: Build Cohesion

Grey County takes a regional approach to economic development, tourism and culture working on behalf of all nine of our member municipalities. Everything we do happens in our municipalities for our people. Our top priority is therefore building Team Grey, where we focus on collaboration, not competition, to build trust and seed success. Collectively, we carry a stronger voice and better the likelihood of achieving goals more effectively, in a timely manner and with fewer resources required.

A cohesive vision, followed by effective and true collaboration will benefit us all.



Team Grey MOU

Priority 1: Leadership & Collaboration

1.1 Host an **Annual Economic Development Leadership Forum** to build regional perspective, cohesion and pride among CAOs, senior leadership and elected officials.

1.2 Conduct regular environmental scans to assess trends and pursue strategic **advocacy** opportunities as Grey County, with the support of municipalities and partners.

1.3 Develop **municipal partnership and boundary adjustment case studies** to unleash mutually beneficial development and resource sharing opportunities; coordinate research; and site tours of best practice examples.

1.4 Develop and sign a **'Team Grey' Memorandum of Understanding** with member municipalities to clearly define roles, responsibilities, resources, and expectations.

Priority 2: Investment Readiness

2.1 Collate, research and prepare data reports to develop a **data sharing program** to serve member municipalities, partners, and businesses.

2.2 Engage in **systems mapping** to identify the most relevant municipal, provincial, federal and industry programs that strategically align with our core and emerging sectors.

2.3 Build **shared tools and templates** at the county level to support municipal and partner efforts, as collectively identified, from policy frameworks, such as the CIP Program, to digital marketing assets.

2.4 Explore options to create **municipally owned employment lands**, including three large-scale industrial parks strategically positioned across the Region.

2.5 Identify and resource **significant regional economic development projects** that will generate generational wealth, to positively impact Grey and its member municipalities.

2.6 Strengthen **welcoming communities' infrastructure** to meaningfully integrate and retain residents.



Team Grey MOU

Made in Grey Approach

This is a *Made in Grey* approach to more formalized collaboration, which celebrates and holds on to who we are, both **individually** and **collectively**, while we plan and grow together.

It's about deciding what we want the County to look like, and taking a proactive, collaborative approach to get there in a sustainable way.

*Local priorities and character have an important role to play.
Our regional strength comes from the collection of nine unique municipalities.*



Team Grey MOU

Two Distinct yet Related Parts

1. The Team Grey MOU applies equally to the County and all nine member municipalities.
2. Annual Project Workplans will only apply to those engaged in a given project. Some municipalities may opt out of projects in a particular year due to resource constraints; however, this does not affect our broader shared commitments and value under the MOU.



Team Grey MOU

Why an MOU?

- Strengthen collaborative relationships between Grey County and Member Municipalities.
- Clarify roles and responsibilities, while improving continuity during staff transitions through a standardized, transferable framework.
- Accompanying annual workplans serve as a mechanism for proposing, evaluating, and implementing projects tailored to individual municipalities.
- Avoid duplication of effort and optimize resources.
- Operationalize discussions and opportunities communicated through the Economic Development Leadership Series.



Team Grey MOU

Why Now?

- Over the first two years of Master Plan implementation, foundational research and preparatory work were essential to reach the stage of a draft MOU.
- To position our teams for success, we introduced relevant tools, templates, and shared platforms, while deepening our understanding of the opportunities, processes, and perspectives needed to advance economic development across Grey County.
- Now, with shared understanding and access to common tools, the time is right to formalize collaboration.
- Seek commitment to collectively adopt and leverage the tools developed and acquired.



Team Grey MOU

Drafting Process

The Team Grey MOU is recommended through the Economic Development, Tourism & Culture (EDTC) Master Plan, which was developed with all member municipalities in 2023.

Team Grey MOU Drafted following three rounds of engagement with economic development staff and CAOs from all nine member municipalities:

- 2024 EDO Working Group every quarter
- 2025 Local CAO Meeting
- 2025 One-on-One Meetings with all nine CAOs

Team Grey MOU Draft circulated for review and comment:

- October to CAOs and EDOs
- November EDO Working Group

Team Grey MOU Final Draft, Workplan Template, Council Report circulated for review and comment:

- December Local CAO Meeting
- December CAOs and EDOs, final changes presented here today for Council consideration.



Team Grey MOU

Grey County Committee of the Whole – Endorsed December 11, 2025

Grey County Council – Adopted January 8, 2026

Recommendation

1. That report EDTC-CW-17-25 regarding the Team Grey Memorandum of Understanding be received;
2. That Grey County Council endorse the Team Grey Memorandum of Understanding as presented to support regional economic development and investment readiness;
3. That the Warden and Clerk be authorized to sign the Team Grey MOU; and
4. That this report including the Team Grey MOU be circulated to all Grey County Member Municipalities for consideration and signing.



Team Grey MOU

Thank you,

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Grey County

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