

Staff Report

Report To: Community Services Committee
Report From: Rebecca Ellerdien, Senior Advisor, External Relations and Investment Attraction
Meeting Date: February 18, 2026
Report Code: CM-26-009
Subject: Team Grey Memorandum of Understanding

Recommendations:

THAT in consideration of Staff Report CM-26-009 respecting the Team Grey Memorandum of Understanding, the Community Services Committee recommends that City Council direct the City Manager to execute the Team Grey Memorandum of Understanding, substantially in the form attached to the report.

Highlights:

- The Team Grey Memorandum of Understanding (MOU) promotes regional cohesion on economic development initiatives while ensuring that the authority to approve investment readiness projects lives with the member municipality.
- The MOU was written based on input collected from economic development staff and CAOs from all nine member municipalities.
- Council endorsement of the MOU aligns with the goals and objectives of the Official Plan, Section 2.2.3 Economic Vitality.

Vision 2050 - Strategic Plan Alignment:

[Strategic Plan](#) Priority: Prosperous City – Supporting initiatives that increase competitive economic advantages for current and new businesses and their employees.

The Team Grey Memorandum of Understanding supports regional economic development and investment readiness.

Previous Report/Authority:

[Report CM-25-026 Re: External Relations and Investment Attraction Plan](#)

[Report CM-25-015 Re: Community and Business Development Mid-Year Update](#)

[Presentation Re: Grey County's 2024 Annual Report](#)

Background:

The City of Owen Sound is actively pursuing investment readiness initiatives that include close collaboration with Grey County and other local, regional, national and international stakeholders.

As per the County staff report EDTC-CW-17-25 (Attachment 2):

The Team Grey MOU is recommended through the [Economic Development, Tourism & Culture Master Plan](#) (EDTC Master Plan), which was developed with all member municipalities in 2023, to support cohesive regional economic development and investment readiness. The draft MOU was written based on input collected from economic development staff and CAOs from all nine member municipalities and the County, and was reviewed, and amended by the same.

Staff participated in the development of the Team Grey MOU and provided feedback on drafts through quarterly economic development officer working group meetings and local CAO meetings. Staff and Council members also reviewed and provided comment on a draft MOU during the Annual Economic Development Leadership Forum hosted by Grey County in October 2025.

The final draft of the Team Grey MOU was presented to the Grey County Committee of the Whole and endorsed on December 11, 2025, and adopted by Grey County Council on January 6, 2026.

Analysis and Options:

The purpose of the Team Grey MOU (Attachment 3) is to "set out a framework for collaboration between Grey County and its nine member

municipalities as it relates to economic development and investment readiness, to signal mutual commitment, streamline cooperation and create a clearer, more attractive environment for investors.”

Each party is responsible for its own costs unless otherwise agreed in advance in writing and approved through annual budgets or Council direction. A template workplan is provided to support collaboration between the County and member municipalities on a project by project basis (Attachment 4).

Council endorsement of the Team Grey MOU aligns with the goals and objectives of the City’s [Official Plan, Section 2.2.3 Economic Vitality](#):

f. Implement an Economic Development Strategy, in conjunction with the County of Grey, focused on attracting and retaining businesses and that achieves the creation of a positive investment climate and partnerships among educational institutions, businesses, industries and government.

Staff are confident in recommending endorsement of the Team Grey MOU as presented.

Resource Alignment:

Financial Resources

There are no new financial or resource implications related to the adoption of this report. Joint initiatives may be cost-shared on a project-by-project basis.

The City’s access to the Environics Analytics Spotlight data-sharing platform is through a joint initiative with Grey County that would be included under the proposed Team Grey MOU. This includes a \$1000-\$1500 annual Municipal contribution and \$20,000 to \$30,000 County contribution. The City’s contribution is included in existing departmental budget allocations.

Human Resources

Staff resources will be assigned through annual workplan allocations as appropriate.

Time and Scheduling

The term of the Team Grey MOU will begin on the date endorsed by City Council and expire December 31, 2028, to align with the remainder of the EDTC Master Plan. The MOU will be reviewed annually by the County-

Municipality Economic Development Working Group. Subsequent five year terms are proposed.

Technology and Infrastructure

Endorsement of the Team Grey MOU will ensure continued access to the Environics Analytics Spotlight data-sharing platform through a joint initiative with Grey County.

Climate and Environmental Impacts:

There are no anticipated climate or environmental impacts.

Communication and Engagement:

Staff will coordinate with Grey County on a joint media release pending Council adoption. An update on the Team Grey MOU will be included in the quarterly economic development newsletter.

Report Developed in Consultation With:

Christina McLean, Committee and Executive Support Coordinator

Attachments:

1. Attachment 1 - Correspondence from Grey County Clerk dated January 23, 2026
2. Attachment 2 - County Staff Report EDTC-CW-17-25 re: Team Grey Memorandum of Understanding
3. Attachment 3 - Team Grey Memorandum of Understanding
4. Attachment 4 - Team Grey Memorandum of Understanding Workplan Template

Reviewed by:

Tim Simmonds, City Manager

Submission approved by:

Tim Simmonds, City Manager

For more information on this report, please contact Rebecca Ellerdiem, Senior Advisor, External Relations and Investment Attraction at rellerdiem@owensound.ca or 519-376-4440 x1254.