

Team Grey Memorandum of Understanding

Purpose

This Memorandum of Understanding (MOU) sets 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.

Guiding Document

The [Economic Development, Tourism & Culture \(EDTC\) Master Plan](#) shall serve as the foundational document guiding all collaborative efforts outlined in this MOU. The County will establish a cohesive regional vision through the EDTC Master Plan by applying a systems-based approach to economic development and investment readiness. Workplans and associated actions will be developed in alignment with the priorities identified in the EDTC Master Plan, ensuring consistency, strategic focus, and measurable impact across the region.

Scope

To begin, the scope of this MOU will be limited to the first two priorities from the Economic Development, Tourism & Culture Master Plan:

- Priority 1: Leadership & Collaboration
- Priority 2: Investment Readiness

Guiding Principles

- Mutual Respect and Trust - Parties commit to working together in good faith, respecting each other's roles, expertise, and contributions.
- Shared Vision and Goals - The collaboration is grounded in a common understanding of desired outcomes, such as regional prosperity and sustainable growth.
- Transparency and Accountability - Open communication and clear responsibilities are maintained to ensure all parties are accountable for their commitments; this includes maintaining confidentiality as necessary.

- Collaboration and Coordination - Efforts are coordinated to avoid duplication, leveraging collective strengths and resources, to maximize impact across the County and its sectors.
- Equity and Inclusion - Activities and decisions will reflect a commitment to mutual benefit across all Grey County municipalities.
- Evidence-Based Decision Making - Planning and implementation will be informed by data, research, and best practices.
- Flexibility and Adaptability - The MOU allows for adjustments as priorities evolve or new opportunities arise.

Rationale

- Clarify Roles and Expectations - Establishes who is responsible for what, reducing ambiguity and potential conflict.
- Formalize Collaboration - Provides a documented commitment to work together, which can strengthen trust and legitimacy.
- Align Strategic Priorities - Ensures that all parties are working toward shared objectives, such as those outlined in the EDTC Master Plan; County and Municipal plans should speak to one another.
- Support Funding and Resource Allocation - Demonstrates coordinated planning, which can be critical for securing grants or investments.
- Enable Long-Term Planning - Creates a foundation for sustained collaboration beyond short-term projects or political cycles.
- Promote Regional Cohesion - Encourages a unified approach to economic development that transcends municipal boundaries and fosters regional identity.

Roles and Responsibilities

Grey County

- Position the region for long-term growth and sustainability through systems mapping and attention to local, provincial, national, and global trends and propose relevant projects to municipal partners for consideration.
- Develop tools and templates, including a shared data platform for use by municipalities and partners.
- Lead regional data collection and analysis, support analysis of local data.
- Lead investment attraction: first point of contact with Invest Ontario to facilitate site selectors and maintain inventory of marketable investment-ready sites.
- Lead investment attraction marketing, including a website and brand.
- Convene Quarterly Economic Development Roundtables with municipal partners, including shared professional development and training opportunities.
- Provide funding or in-kind Support for joint initiatives where feasible.



Member Municipalities

- Determine local community vision, clear determination of go/no go investments and preferred location of employment lands.
- Lead Community Economic Development efforts, including determination of individual, local priorities.
- Lead Business Retention and Expansion (BR+E) Activities that build relationships and knowledge with businesses and landowners; share relevant data with the County.
- Identify and maintain highest and best use land and buildings inventory, including up-to-date zoning and servicing information in a shared template database.
- Designate a Point Person for economic development coordination.

Shared

- Prioritize strategic, long-term thinking and where possible, pursue joint initiatives that can support investment readiness.
- Develop and update a County-Wide Economic Development, Tourism & Culture Master Plan every five years to ensure the County and Municipal strategies speak to one another; work from guiding document collectively and individually.
- Consistently use the shared data platforms, tools and resources developed.
- Participate in the Economic Development Leadership Series.
- Respect the value of relationships each party has built.
- Ensure consistency of investment ready messaging and branding across platforms and communications.
- Champion each other and speak with pride about ourselves and each other.
- Collaborate on funding applications for regional economic development and investment readiness programs.
- Work towards consistency across planning and development policies, templates, and processes.
- Share success through simple acknowledgements and shared platforms where applicable, such as press releases, dedicated webpages, events and delegations and engagements.

Project Specific Workplans

- To be determined annually where appropriate between the County and each Member Municipality (some projects may involve multiple municipalities).
- Information will remain confidential between parties when applicable related to investment opportunities or specific properties, to protect negotiating positions and trade secrets.
- The member municipality(ies) will maintain final decision on project acceptance.



- To include program and activity outlines, timeline, and commitment expectations, assign representatives, and map mutually agreed customized supports.

Decision Making & Governance

- Each party maintains their autonomy. The authority to approve investment readiness projects lives with the member municipality.
- A County-Municipal Economic Development Working Group will oversee the implementation of this MOU.
- Each municipality and the County shall appoint at least one staff representative; the County Director of Economic Development, Tourism & Culture shall chair.
- The Working Group will meet at least quarterly and operate on a consensus basis.
- Subject matter sub-groups may be recommended and actioned based on shared priorities and workplans.
- Annual report prepared for Local CAO Group and Councils.

Financial Arrangements

- Staff resources to be assigned by each party through annual workplan allocation as appropriate.
- Joint initiatives may be cost-shared on a project-by-project basis, as recommended by the Working Group. Examples include:
 - \$1000-\$1500 annual Municipal contribution and \$20,000 to \$30,000 County contribution for shared data platform, Environics.
- Each party is responsible for its own costs unless otherwise agreed in advance in writing and approved through annual budgets or Council direction.

Term & Termination

- The term will begin January 1, 2026 and expire December 31, 2028, to align with the remainder of the EDTC Master Plan; subsequent five year terms proposed.
- The MOU will require annual review by the County-Municipal Economic Development Working Group.
- The MOU will remain a living document. With progression, alternations will be recommended as necessary to County and Municipal Councils for direction.
- This MOU is non-binding.



Signatures

Grey County

Grey County Warden

Date

County Clerk

Date

Municipality x

Mayor,

Date

Clerk,

Date

