

## MEMORANDUM OF UNDERSTANDING

### RECITALS

WHEREAS, the Ports of Chelan and Douglas Counties (hereinafter referred to as "Ports") are municipal corporations given the authority to engage in programs to further economic development and vitality in Chelan and Douglas Counties; and

WHEREAS, the Ports own and develop business and industrial sites, facilitate the issuance of industrial revenue bonds through their respective development corporations, and own and operate airports, among other things, and

WHEREAS, the Ports also support the economic development of privately owned properties in both counties as a critical means of creating jobs, increasing net wealth, and diversifying the local economy; and

WHEREAS, the Ports have each contracted with Quest for Economic Development for business and industrial recruitment and marketing; and

WHEREAS, on January 1, 2001 Quest will cease providing business and industrial recruitment and marketing activities; and

WHEREAS, the Ports have included funds for business and industrial recruitment and marketing in their proposed budgets for 2001.

NOW, THEREFORE, in light of the Recitals set forth above which are incorporated herein by this reference, the Ports hereby enter the following understandings:

The Ports do hereby agree to work cooperatively to achieve the following goals:

1. To prepare a cooperative overall marketing strategy and budget with proposed funding by the Port of Chelan County and the Port of Douglas roughly proportional to their respective county-wide assessed valuations of real property. The Ports agree that their proportionate share of the budget may need to be adjusted from time to time to reflect changes in assessed valuations of real property in the respective counties.
2. To consult with the private sector in the development of this strategy, including the possible establishment of a marketing group similar in nature to the Tourism Action Group.
3. To assist with marketing of privately owned properties for economic development purposes (defined as creating new jobs, increasing net wealth and diversifying the local economy).
4. To market all communities and areas of both counties.

5. To the extent practical for marketing purposes, to treat the properties of both Ports as though they were under common ownership.

6. To not compete with one another in marketing properties to any potential user.

7. To strive to avoid duplication in developing future inventories of land and facilities for economic development.

8. To establish an understanding regarding recruitment and marketing activities in Chelan and Douglas Counties, which will enable Quest to transition its business recruitment and marketing functions to the Ports as soon as possible.

9. To prepare a joint marketing strategy and plan and Interlocal Agreement for adoption by the Commissions of both Ports by January 1, 2001, or as soon thereafter as possible.

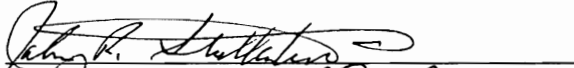
Date: 11-16-00

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**PORT OF CHELAN COUNTY**

  
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Bonnie L. Cannon, Commissioner

  
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John R. Stoltenberg, Commissioner

  
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James H. Knapp, Commissioner

**PORT OF DOUGLAS COUNTY**

  
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Alan Loeb sack, Commissioner

  
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Jim Huffman, Commissioner

  
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Bob Corkrum, Commissioner