

## Legislation Details (With Text)

<b>File #:</b>	20-3835	<b>Version:</b>	1	<b>Name:</b>	Staff Report, Board Discussion and Possible Action on Approval of Labor Market Analysis Agreement with Ernst and Young and Reallocation of Budget Dollars to Fund the Labor Market Analysis
<b>Type:</b>	Discussion Item	<b>Status:</b>			New Business
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<b>Title:</b>	Staff Report, Board Discussion and Possible Action on Approval of Labor Market Analysis Agreement with Ernst and Young and Reallocation of Budget Dollars to Fund the Labor Market Analysis				
<b>Sponsors:</b>					
<b>Indexes:</b>					
<b>Code sections:</b>					
<b>Attachments:</b>	1. E&Y Mansfield Labor Shed Identification and Analysis Proposal 10.14.20.pdf, 2. Mansfield Economic Development Corporation - MA Draft For Review.pdf, 3. Mansfield Economic Development Corporation - SOW Draft for Review.pdf				

Date	Ver.	Action By	Action	Result
11/10/2020	1	Mansfield Economic Development Corporation	Approved	Pass

Staff Report, Board Discussion and Possible Action on Approval of Labor Market Analysis Agreement with Ernst and Young and Reallocation of Budget Dollars to Fund the Labor Market Analysis

Consider entering into an agreement with Ernst and Young to perform a Labor Market Analysis and approving a reallocation of \$50,000 from Project Funds Account to Professional Services Account in the MEDC FY20-21 Budget to cover the cost.

Approve entering into agreement with Ernst and Young to perform a Labor Market Analysis and approve a reallocation of \$50,000 from Project Funds Account to Professional Services Account in the MEDC FY20-21 Budget to cover the cost.

Labor is one of the most important factors in the site selection process today and the Mansfield labor market is changing as the area continues to grow. In order to gain more in depth knowledge of the Mansfield labor market and be able to better respond to various types of businesses that Mansfield desires to attract to the community, staff solicited the attached proposal from Ernst and Young to perform an in depth labor analysis of the Mansfield market. Ernst and Young's site selection practice is a market leader in these types of studies. The ability to present this type of analysis to a prospective company considering Mansfield as a possible location for a new facility would give Mansfield a significant advantage. In addition, it will help further define the types of industries / companies MEDC should target in their recruiting efforts. At the time this report was prepared staff had not received comments from legal counsel regarding the agreement. A draft copy of the agreement and Statement of Work has been attached. If legal counsel does provide comments, staff will share those comments with the Board during the meeting.

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define the types of industries / companies MEDC should target in their recruiting efforts.

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