

5. CONSENT AGENDA 5. CONTRACTS AND GRANTS

5.5.1. APPROVAL OF PARTNERSHIP AGREEMENT WITH LAKE COUNTY PARTNERS

Lead Staff: Ali O'Brien, Vice President for Community & Workforce Partnerships

It is of mutual benefit for College of Lake County (CLC) and Lake County Partners (LCP) to maintain a partnership agreement driving toward a shared outcome of having a strong workforce talent pipeline for Lake County businesses. Talent is a key differentiator for business attraction and expansion. To achieve such an outcome, it is critical to have a training provider (CLC) that is responsive to the economic and workforce demands being documented by Lake County Partners for existing and future businesses. It is through such evidence that the College is able to invest or seek investment to expand and start programs that will create a relevant, trained workforce.

A strong economic development partner directly impacts the College through new and expanded business development that strengthens the Equalized Assessed Value (EAV) for existing properties, new construction, and recovered Tax Increment Financing (TIF) property values. Through investment in a partnership agreement, CLC is a Gold Level Investor with LCP.

Shared responsibilities of the agreement include a commitment to the Ecosystem relationship to represent the collaboration on targeted business outreach and share the value it provides to employers and the county. College of Lake County responsibilities include prompt response to business referrals from Lake County Partners with documentation in Salesforce, and development of strategic solutions to meet workforce needs. Lake County Partners (LCP) responsibilities include promotion to companies to sponsor and participate in CLC workforce and career events, initiation of business referrals to CLC, and administration of Salesforce platform.

Financial Components of Agreement:

- CLC will invest \$50,000.00 in Lake County Partners' 2026, 2027, and 2028 fiscal years. This investment includes eight (8) Salesforce licenses and one (1) table annually at The Big Event.
- CLC will pay for 1/3 of the Salesforce administration contract at \$13,920 and additional licenses at the prevailing per license rate.

Recommendation: Approve the 2026-2028 Partnership Agreement with Lake County Partners from January 1, 2026 through December 31, 2028.