

# ECONOMIC DEVELOPMENT TOOLS



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# FORMAT

We will explore economic development tools through three hypotheticals: a large manufacturer, a nontraditional economic development project and a commercial, mixed-use project.

# MANUFACTURER

Manufacturer M decides to locate a new facility in County X. The Manufacturer will invest \$600M in the County and create 1,500 new jobs. The Company is examining sites in several other states, but the County is looking to incentivize the Manufacturer to locate in the County.

# NON-TRADITIONAL PROJECT

Developer acquires options for a 27-acre site adjacent to a municipality. Developer is proposing significant investment related to a mixed-use development including hotel, commercial, retail, and park improvements, with a minor league soccer stadium as the focal point. Developer approaches municipality offering annexation and seeking substantial financial assistance, which the municipality declines, citing significant existing and future commitments. Developer approaches County and asks what help it can provide.

# COMMERCIAL MIXED-USE PROJECT

Company A decides to locate a new corporate headquarters in County Z. The headquarters will be the location where the majority of the company's financial, legal, personnel, planning and/or other staff functions are handled on a national basis. The new facility will consist of a research and development facility and the administrative headquarters where executive, administrative and professional workers perform headquarters related services. The company wants to provide an apartment complex for its workers that will be relocating to the new facility. The facility will be partially powered by a solar farm on property that the company is purchasing adjacent to the headquarters.



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**QUESTIONS?**