Economic Development 101

December 8, 2022



Just right for business.

What is Economic Development

• The creation of jobs and wealth, and the improvement of a community's quality of life.

• It is a PROCESS that stimulates wealth creation, lessens the overall tax burden and builds sustainable communities.



Impacting Communities

- Brings new jobs to the community
- Diversifies the local economy
- Enhances the local tax base
- Improves the quality of life
- Raises the income levels of citizens
- Balances growth in the community





Economic Development Activities

- Recruit New Manufacturers
- Grow Existing Manufacturers
- Recruit Distribution Facilities
- Recruit Service Related Operations
- Support Agriculture
- Encourages Entrepreneurship
- Promote Tourism





Be Ready





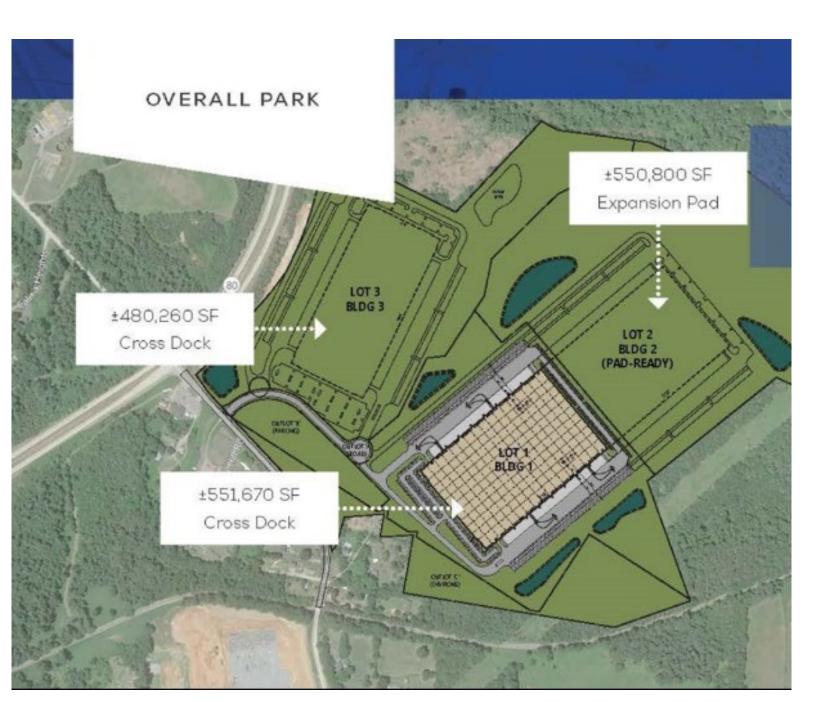
Know who you are what you want to be what you have to offer



Ready Infrastructure

- Water
- Sewer
- Electric
- Roads
- Natural Gas
- Broadband





Ready Industrial **Product Sites & Buildings** Cost Size

- Location
- Infrastructure
- Due diligenceStudies

Lead Generation







Economic Development is a Process



#2-The Site Selection Process



- Needs Assessment by Company
- → Qualifying areas / regions identified
- Company makes initial contact with qualified States or Regions. Information is exchanged.
- Specific property / communities identified. Company visits. Additional information exchanged.
- Finalists locations selected (2-3). Negotiations begin.

LOCATION CHOSEN





Site Selection Factors

- Availability of skilled labor
- Labor costs
- Highway accessibility
- Corporate tax rate
- Tax exemptions
- Quality of life
- State and local incentives
- Energy availability and costs
- Available buildings
- Occupancy or construction costs
- Available land
- Low union profile
- Proximity to suppliers
- Proximity to major markets
- Right-to-work state
- Training programs/technical colleges
- Environmental regulations
- Inbound/outbound shipping costs
- Expedited or "fast-track" permitting
- Accessibility to major airport



What are Companies Looking For?

The #1 place in the world where they can maximize the return on their investment (ROI) with the lowest risk.





Incentives Matter but Don't Make a Deal



#3 - Incentives

- Performance-based (Investment, Number & Quality of Jobs)
- Tools to Keep
 Communities
 Competitive
- Discretionary for Counties
- A Win/Win for Companies and Communities





What Incentives are Not

- •Not "The" reason a site is selected
- Not arbitrary
- Not cash giveaways





Local Incentives

- Property Tax Abatement
- Fee in Lieu of Tax (FILOT)
- Special Source RevenueCredit (SSRC)
- Multi County Industrial Park (MCIP) Designation
- Other Discretionary Incentives



Additional Local Incentive Support

- Infrastructure
- Land Costs
- Site Work
- Lease Costs
- Waiver of Tap Fees
- Fast Track Permitting





Confidentiality



4 Things to Remember

- Be Ready
- The Decision
 Process
- Local Incentives
- "No Comment"



