



Joe Briggs - Commissioner

Who are your Regional Partners?

- Is your county an integral part of a regional development effort?
 - How active are you in the effort?
 - Do you pay lip service or are you a driver?
- Do you have a good working relationship with your State Department of Commerce?
- Are your area colleges and trade schools a part of the team?
- Do you work with neighboring communities to fill in each others gaps and weaknesses?
- Do you know what your regional assets are and who might lend a hand in a pinch?
- Do you have a working process with your regional economic development agencies? (who does what when)

Is your county just Open or really Open to do Business?

How does your regulatory environment look from the developers standpoint?

Does your planning department find a “path to yes”?

Are at least some of your elected officials **VISIBLE** advocates for development?

Do your employees understand why economic develop matter to them personally?

What roles do you and your staff play in the state and federal permitting process?

In short, do you say you are pro development or are you really PRO DEVELOPMENT?

What Retention and Attraction tools do you use?

- State and Local Tax Incentives
 - Tax Abatement for a period of time
 - Corporate Income Tax Credits
- Federal and State Workforce Training tools
 - Training grants
 - Vo-Technical education partners
- Public and Private Infrastructure Funding
 - Tax Increment Financing
 - Infrastructure Grants & loans
 - Private investment with cost recapture
 - Phased Development Agreements
 - Industrial Development Bonding

Be Creative and Adaptive!

Different Companies are motivated by different circumstances.

Requirements may change

No one size fits all approach.

Find out as much as you can.

Sell the community and region not just the site.

On incentive may not work but a bundle might.

Be responsive to the potential company.

BUT.... Do not over promise and under deliver.