



2015 Guide to Economic Development AUTHORITIES

You'll find it all right here:

The economic development authorities throughout the U.S. and Canada listed here can help you attract businesses to your area and to your developments.

This annual guide includes sources, key people to contact and website addresses. It also outlines many of the myriad incentives available, ranging from energy saving rebates, state and local enterprise zones, bond financing, public/private initiatives and training assistance. Plus, site selection and financing help and assistance in navigating approvals.

CANADA



Susan Amring
susan.amring@mississauga.ca
www.mississauga.ca/business
www.winthehumanrace.ca
300 City Centre Drive
Mississauga, ON L5B 3C1
(905) 615-3200 Ext. 5014

The knowledge economy is a human race – the competition between the best companies in the world for the brightest minds in business, science, technology and all manner of industry. Mississauga is where leading companies win that competition. To learn more visit: winthehumanrace.ca

ARIZONA



Arizona Commerce Authority

Kevin J. Sullivan, Senior Vice President Business Attraction and Expansion
Kevins@azcommerce.com

www.azcommerce.com
333 N. Central Ave., Suite 1900
Phoenix, AZ 85004
(602) 845-1261

The Arizona Commerce Authority is the state's leading economic development organization tasked with growing and strengthening Arizona's economy. The ACA attracts companies to the state, helps Arizona companies expand, and works with talented entrepreneurs to facilitate the creation of new technologies.

CALIFORNIA



City of Arts & Innovation

City of Riverside

Greg Lee
glee@riversideca.gov
www.explorerside.com
3900 Main Street, 2nd Floor
Riverside, CA 92522
(877) RIV-SIDE

The City of Riverside Office of Economic Development is ready to provide services to stimulate economic development and assist in the development process for all new, relocating and expanding businesses. Riverside is "helping business create jobs for our community."

COLORADO



Town of Parker Economic Development

John Hall
jhall@parkeronline.org
www.ParkerED.org
20120 East Mainstreet
Parker, CO 80138
(303) 805-3169

The Town of Parker Colorado is uniquely situated between Colorado's two largest cities with easy access to I-25, E-470 and Denver International Airport. The Town of Parker Colorado's Economic Development Department is the Town's in-house advocate for businesses locating into Parker. The professional staff provides full-service economic development assistance to existing businesses, expanding businesses, relocating businesses and retail development. The Town of Parker offers abundant opportunities for commercial and retail development.

MARYLAND



City of Bowie Economic Development Office

John Henry King
jhking@cityofbowie.org
www.cityofbowie.org
15901 Excalibur Road
Bowie, MD 20716
(301) 809-3042

Bowie is one of the largest cities in Maryland. Bowie is also an excellent business location, easily reached from Washington D.C., Annapolis and Baltimore. Bowie's proximity to these major cities brings business and workforce into the area via Routes 3, 50 and 301. Bowie has more than 90 restaurants, 200 shops, and a dozen recreation opportunities. With this winning combination of location, access and amenities your business is certain to grow and succeed. The City's Economic Development Office is ready to help with your business and development location needs, whether it is current market information, introductions to key officials in the development or site location process, or just general information about business opportunities.



Frederick County Business Development & Retention

Helen Propheter
hprophet@frederickcountymd.gov
www.discoverfrederickmd.com
12 East Church Street
Frederick, MD 21701
(301) 600-1058

The Frederick County Business Development & Retention (BDRD) Office serves as the primary contact for businesses who are interested in expanding and relocating to Frederick

County. BDRD assists businesses with all facets of their projects including site selection, permitting, financial assistance and workforce issues.



Harford County Office of Economic Development

Eileen Y. Frado
eyfrado@harfordcountymd.gov
www.harfordbusiness.org
2021 Pulaski Hwy, Suite D
Havre de Grace, MD 21078
(410) 638-3059

The Harford County Office of Economic Development (OED) facilitates business retention, growth, and investment to stimulate high-quality job creation and enhance the County's quality of life.

NEW JERSEY



Gloucester County Department of Economic Development

Michelle Giuliani-Shirey
mgiuliani@co.gloucester.nj.us
www.gloucestercountynj.gov
115 Budd Boulevard
West Deptford, NJ 08096
(856) 384-6930

The Gloucester County Department of Economic Development works to attract and retain quality employees, train eligible employees, enhance and rehabilitate existing housing and aid municipalities in community improvements.

NEW MEXICO



Albuquerque Economic Development, Inc.

Gary Tonjes
gary@abq.org
www.abq.org
851 University SE, Suite 203
Albuquerque, NM 87106
(505) 246-6200

AED's mission is to strengthen the Albuquerque metro area economy by recruiting export-oriented employers, and by assisting in the retention and expansion of existing business and industry.

NEW YORK



Operation Oswego County *An Economic and Job Development Corporation Serving Oswego County, NY*

Operation Oswego County
L. Michael Treadwell
ooc@oswegocounty.org
www.oswegocounty.org
44 W. Bridge St.
Oswego, NY 13126
(315) 343-1545 315-343-1546

Operation Oswego County, Oswego County's designated economic development organization, provides assistance with accessing special incentive programs, financial packaging, site selection as well as specialized research and technical assistance.

OHIO



Buckeye Power Inc.

Dennis Mingyar
 dmingyar@buckeyepower.com
www.buckeyepower.com/economic-development
 6677 Busch Boulevard
 Columbus, OH 43229
 (800) 282-6962

Buckeye Power provides comprehensive economic development services to 77 of Ohio's 88 counties. A resource for 25 local electric cooperatives, Buckeye Power provides site selectors and business owners with site location assistance. Contact Dennis Mingyar at dmingyar@buckeyepower.com or (614) 430-7876.



The Columbus Region

Kenny McDonald
 km@columbusregion.com
www.columbusregion.com
 150 S Front St., Suite 200
 Columbus, OH 43215
 (614) 225-6060

The Columbus Region is one of the fastest growing metro areas in the Midwest. Columbus 2020 is your business location resource, focused on growing the Region's economy through public-private partnership and by leveraging the Region's talented workforce, small and large businesses, research and academic institutions, and international connections.

PENNSYLVANIA



Pittsburgh Regional Alliance

Dennis Yablonsky
 info@pittsburghregion.org
www.PittsburghRegion.org
 11 Stanwix Street, 17th Floor
 Pittsburgh, PA 15222
 (412) 392-4555

The Pittsburgh Regional Alliance, an affiliate of the Allegheny Conference on Community Development, markets the benefits of conducting business in southwestern Pennsylvania to companies all over the world that are growing, relocating or expanding.

SOUTH CAROLINA



Santee Cooper

Josh Kay
 josh.kay@santeecooper.com
www.santeecooper.com
 One Riverwood Drive
 Moncks Corner, SC 29461-2901
 (843) 761-7010

Santee Cooper is South Carolina's largest power producer, providing electricity to 2 million people and businesses directly and through the state's 20 electric cooperatives. By partnering our low-cost, reliable power and development opportunities with our state's attractive tax base, relocation incentives and an unparalleled quality of life graced with Southern hospitality, Santee Cooper powers South Carolina.

TEXAS



Cedar Hill Economic Development Corporation

Allison J. H. Thompson
 allison.thompson@cedarhilltx.com
www.cedarhilledc.com
 285 Uptown Blvd., Bldg 100
 Cedar Hill, TX 75104
 (972) 291-5132 ext.5

Less than 20 minutes from downtown Dallas, Cedar Hill has Type A sales tax funds that can be used to attract businesses to the City and help local businesses expand. A beautiful natural environment, strong business climate, easy access to the Metro area, aggressive incentives, Triple Freeport Tax Exemption, available workforce, rail, and highways, as well as competitive prices are among the list of reasons businesses choose to locate in Cedar Hill.



City of Dallas - Office of Economic Development

J. Hammond Perot
 Joseph.Perot@DallasCityHall.com
www.dallas-ecodev.org
 1500 Marilla Street, Room 5CS
 South Dallas, TX 75201
 (214) 670-1685

The City of Dallas Office of Economic Development stimulates economic development and leads the City's business and real estate development efforts. Our staff facilitates access to City programs and services that assist in business expansion and/or relocation within the Dallas city limits. The office provides assistance in the following program areas: Corporate Site Selection, Business Expansion and Retention, Retail Recruitment, Redevelopment Initiatives, International Business, and Small and Minority Business Assistance.



City of Sugar Land

Jennifer May
 jmay@sugarlandtx.gov
www.sugarlandecodev.com
 2700 Town Center Blvd. N
 Sugar Land, TX 77479
 (281) 275-2229

The City of Sugar Land is one of the top locales for business relocation and expansion, due to a highly educated workforce, aggressive economic development program, excellent access to the Gulf Coast and one of the lowest tax rates in Texas. The Office of Economic Development has a number of resources to assist your new/existing business to grow, expand or relocate. Our highly qualified staff understand the importance of response requirements in the site selection process and deliver on time.



The Colony Economic Development Corporation

Keri Samford
 edc@thecolonytx.org
www.thecolonyedc.org
 6800 Main Street
 The Colony, TX 75056
 (972) 624-3127

It's hot in The Colony, where the Nebraska Furniture Mart/400-acre Grandscape open Spring 2015. Named one of the Top 20 Places to Live in the U.S. and Top 10 for Most Affordable Housing in the U.S. by CNN/ Money Magazine, The Colony has plenty of prime light industrial, office-flex and office space including mixed-use centers like The Cascades and Austin Ranch. All just 25 minutes north of Downtown Dallas and close to DFW Airport.



The World Connected Dallas/Fort Worth International Airport

John Brookby
jbrookby@dfwairport.com
www.dfwairport.com/landhere
PO Box 619428
DFW Airport, TX 75261
(972) 973-4660

With global connectivity, cost-efficient transportation, a central location, and a sophisticated infrastructure, DFW Airport is an ideal location for business. DFW Airport leases land for commercial uses such as industrial/warehouse and distribution, and office and retail development.



Greater Ft. Bend Economic Development Council

Jack Belt, Jeff Wiley
jbelt@fortbendcounty.org
www.fortbendcounty.org
1 Fluor Daniel Drive
Sugar Land, TX 77478
(281) 242-0000

As a public-private partnership, we are the leading advocate of economic vitality, quality development, and quality of life issues in Ft. Bend County, Texas.

VIRGINIA

City of Fairfax Economic Development

Nicole Hange
nicole.hange@fairfaxva.gov
www.fairfaxva.gov
10455 Armstrong Street, Room 316
Fairfax, VA 22030
(703) 385-7851

Promotes the city's office and retail spaces to business prospects and vacant commercial properties to developers. Assists businesses in their location decisions and processing through the city's administrative procedures. Serves as ombudsman for existing businesses in working through issues with city policies. Contact us at: www.fairfaxva.gov or www.fairfaxcityeda.org



Stafford County Department of Economic Development & Tourism

Richard A. Cobert
rcobert@staffordcountyva.gov
www.gostaffordva.com
1300 Courthouse Road, Box 339
Stafford, VA 22554
(504) 658-8681
All New in 2015: Express Lanes
Open; Data Center Parcel - Dominion
Certified. County Stats & New Data
are constantly updated on GoStaffordVA.com – 25 miles south of the
DC Beltway.

WISCONSIN



Wisconsin Economic Development Corporation

Reed Hall
dobusiness@inwisconsin.com
www.inwisconsin.com
201 W. Washington Avenue
Madison, WI 53703
(855) INWIBIZ

The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state and nurtures business growth and advancement by fostering Wisconsin's positive business climate. WEDC provides tools and resources for businesses to start, expand or relocate their operations in Wisconsin. Visit inwisconsin.com, call 855-INWIBIZ or email dobusiness@inwisconsin.com.

SITE SELECTION SERVICES



bmgzstrategies, llc

rgiuditta@bmgzstrategies.com
www.bmgzstrategies.com
222 Mount Airy Road, Suite 200
Basking Ridge, NJ 07920
(908)-848-5985

30 Broad Street, Suite 2603
New York, NY 10004
(212)- 284-8457

bmgzstrategies provides site selection and incentives advisory services to clients with projects throughout North America and globally. Over the past 5 years, bmgzstrategies has helped our clients secure over \$400 million in incentives including cash grants, tax benefits, infrastructure support, and training funds. ■

Want to see your company featured in
our special directory listings?

Contact Chris Ware
at ware@naiop.org or
800-666-6780, ext. 127
for more information.