

# 2011 Guide to Economic Development AUTHORITIES



You'll find it all right here:

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

This annual guide includes sources, key people to contact and Web site 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.



## Albuquerque Economic Development, Inc.

Gary D. Tonjes  
gary@abq.org  
[www.abq.org](http://www.abq.org)  
851 University Blvd. SE  
Suite 203  
Albuquerque, NM 87106  
P: (505) 246-6200

Albuquerque Economic Development assists new and expanding business and industry throughout the metropolitan area. Call on AED, [www.abq.org](http://www.abq.org), for professional assistance.



ALLEN ECONOMIC DEVELOPMENT

## Allen Economic Development Corporation

Robert Winningham, Executive Director/CEO  
rwinningham@allentx.com  
[www.allentx.com](http://www.allentx.com)  
700 Central Expressway South  
Suite 210  
Allen, TX 75013  
P: (972) 727-0250

AEDC assists companies locating to Allen (located 12 miles north of Dallas on US 75) a community known for its high tech

and corporate headquarters. For qualified companies, the AEDC can provide relocation assistance, tax abatement, triple Freeport inventory exemption, infrastructure assistance and job training.



## Arvada Economic Development Association

Peggy Moya, Marketing Specialist  
pmoya@arvada.org  
[www.aeda.biz](http://www.aeda.biz)  
8101 Ralston Road  
Arvada, CO 80002  
P: (720) 898-7010

Arvada, Colorado is a beautiful first-ring suburb of Denver, the Mile High City. Arvada retains its small-town feel even with an estimated population of 108,539. Arvada's historic downtown, listed on the National Register of Historic Places, offers eclectic shopping and dining with plans for a future "FastTracks" light-rail stop. Arvada's land encompasses 23,290 acres and 36.39 square miles; approximately 1,000 acres remains available for commercial and industrial development. Three proximate interstate highways provide easy access to the larger metropolitan region, Denver International Airport, and mountain venues. The City offers a pro-business environment, highly educated workforce, and is near several world-class universities and research institutions. These attributes position the community firmly among one of the most competitive cities in Colorado.



**Buckeye Power, Inc.**  
Dennis Mingyar  
dmingyar@buckeyepower.com  
[www.buckeyepower.com](http://www.buckeyepower.com)  
6677 Busch Blvd.  
Columbus, OH 43229  
P: (800) 282-6962

Buckeye Power and its 24 electric cooperatives serve new and growing businesses in 77 of Ohio's 88 counties. Manufacturers and processors value the benefits of an exurban Ohio location with its accessibility to major markets and raw materials.



**Cedar Hill Economic Development Corporation**  
Allison J. H. Thompson,  
CEcD, EDFP  
allison.thompson@cedarhilltx.com  
[www.cedarhilledc.com](http://www.cedarhilledc.com)  
285 Uptown Blvd.  
Bldg 100  
Cedar Hill, TX 75104  
P: (972) 291-5132 ext 3

Cedar Hill offers an array of incentives tailored to the project including Triple Freeport Tax exemption, cash incentives, paid real estate commissions, redundant fiber optics, competitive land prices, job training assistance, relocation assistance, incentives for job creation, and infrastructure development.



**City of Barstow**  
Ron Rector  
rrector@barstowca.org  
[www.barstowca.org](http://www.barstowca.org)  
220 E. Mountain View St.  
Suite A  
Barstow, CA 92311  
P: (760) 255-5151

Crossroads of Opportunity. The powerful combination of community, business amenities and aggressive public/private partnerships make the City of Barstow an ideal location for 21st century businesses. If you're interested in starting or relocating your company, give Ron Rector a call.



**City of Bowie Economic Development Office**  
John Henry King  
jhking@cityofbowie.org  
[www.cityofbowie.org](http://www.cityofbowie.org)  
2614 Kenhill Drive  
Bowie, MD 20715  
P: (301) 809-3042

The City of Bowie is ready to help with your business 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. Ask about our special redevelopment opportunities in Old Town Bowie.



**City of Dallas - Office of Economic Development**  
J. Hammond Perot  
Joseph.Perot@DallasCityHall.com  
[www.dallas-ecodev.org](http://www.dallas-ecodev.org)  
1500 Marilla Street  
Room 5 C South  
Dallas, TX 75201  
P: (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 Fairfax Economic Development**  
Geoff Durham  
geoff.durham@fairfaxva.gov  
[www.fairfaxva.gov](http://www.fairfaxva.gov)  
10455 Armstrong Street  
Room 207  
Fairfax, VA 22315  
P: (703) 385-7862

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 facilitator for existing businesses in working through issues with city policies. Contact us at: [www.fairfaxva.gov](http://www.fairfaxva.gov) or [www.fairfaxcityeda.org](http://www.fairfaxcityeda.org)



**City of Hesperia**  
Steven J. Lantsberger, CED/EDFP  
slantsberger@cityofhesperia.us  
[www.cityofhesperia.us/econdev](http://www.cityofhesperia.us/econdev)  
9700 Seventh Avenue  
Hesperia, CA 92345  
P: (760) 947-1906

Located in California's Inland Empire, Hesperia offers miles of available I-15 frontage, a variety of inducements, lower acquisition costs, and greater returns on your investments.



**City of Las Vegas**  
June Johns  
database@lvrddmail.org  
[www.lvrda.org](http://www.lvrda.org)  
400 Stewart Ave.  
Second Floor  
Las Vegas, NV 89101  
P: (702) 229-6551

The City of Las Vegas Economic and Urban Development Department creates and encourages new development and redevelopment throughout the city of Las Vegas, with an emphasis on the downtown area. It strives to increase and diversify the city's economic base and to create jobs through business attraction, retention and expansion programs.



**City of Mississauga, Economic Development Office**  
Larry Petovello, Ec.D., Director  
larry.petovello@mississauga.ca  
[www.mississauga.ca/business](http://www.mississauga.ca/business)  
300 City Centre Drive  
3rd Floor  
Mississauga, ON L5B 3C1  
P: (905) 615-3200 ext 5013  
or 1-800-456-2181  
Economic Development Office (EDO) provides information and services to help businesses grow and prosper in Mississauga. Let us be your first contact for business development.



**City of Moreno Valley**  
Barry Foster  
EDTeam@moval.org  
[www.moval.org](http://www.moval.org)  
14177 Frederick Street  
PO Box 88005  
Moreno Valley, CA 92552-0805  
P: (951) 413-3460

Strategically located, Moreno Valley anchors southern California's Interstate 215 Corridor, offers 20 million sq. ft. of available distribution facilities, and supplies the skilled workforce required for the 21st century.



### City of Murrieta

Bruce Coleman  
bcoleman@murrieta.org  
[www.murrieta.org](http://www.murrieta.org)  
24601 Jefferson Avenue  
Murrieta, CA 92562  
P: (951) 461-6021

In Southern California, there is only one place that reflects the high quality of life that business demands .. Murrieta. Murrieta is a young, on-the-go community, located at the convergence of the Interstate 15 and Interstate 215 freeways, within 1 hour's drive from San Diego, Orange County and LA/ Ontario Airports. With over 2000 acres of additional freeway-oriented land available, Murrieta will become the office, industrial and business hub for the Southwest Riverside/ North San Diego Counties.



### VICTORVILLE California

### City of Victorville, California

Collette Hanna  
opportunities@victorvillecity.com  
[www.victorvillecity.com](http://www.victorvillecity.com)  
14343 Civic Drive  
Victorville, CA 92392  
P: (760) 955-5032

Victorville is an emerging commercial hub with a business-friendly environment and central location in Southern California. Located along I-15 with global access via Southern California Logistics Airport, Victorville is an ideal logistics hub with air, rail and ground transportation access.

### The Columbus Region

### Columbus2020!

Matt McCollister  
mm@columbusregion.com  
[www.columbusregion.com](http://www.columbusregion.com)  
150 S Front St.  
Suite 200  
Columbus, OH 43215  
P: (614) 225-6935

The Columbus Region is one of the fastest growing metro areas in the Midwest. Our economic development team provides specific information for companies on sites & buildings, demographics, workforce, communities, financing, taxes, incentives, key contacts, investors, area services, government resources.



### Cornerstone Regional Development Partnership

Jerry Mallot  
bizrelo@jacksonvillechamber.org  
[www.expandinjax.com](http://www.expandinjax.com)  
3 Independent Drive  
Jacksonville, FL 32202  
P: (904) 366-6639

Jacksonville and Northeast Florida offer business-friendly environments with a readily employable, skilled workforce. Advantages in intermodal transportation and an outstanding quality of life provide companies with endless opportunities. With the perfect balance of work and play, Jacksonville is a city without limits.



### Economic Development Corporation of Decatur & Macon County

J. Craig Coil  
ccoil@decaturedc.com  
[www.decaturedc.com](http://www.decaturedc.com)  
101 S. Main, LL5  
Decatur, IL 62523  
P: (217) 422-9520

The Economic Development Corporation of Decatur and Macon County assists businesses with location, relocation, and expansion services through state and local incentive packages, Enterprise Zone, Foreign Trade Zone, information gathering, and technical support. Come see Decatur in a Whole New Light!



### Frederick County Office of Economic Development

Laurie M. Boyer  
lboyer@frederickcountymd.gov  
[www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)  
5340 Spectrum Drive  
Suite A  
Frederick, MD 21703  
P: (301) 600-1058

The Frederick County Office of Economic Development (OED) serves as the primary contact for businesses who are interested in expanding and relocating to Frederick County. OED assists businesses with all facets of their projects including site selection, permitting, financial assistance and workforce issues.



### Gloucester County Department of Economic Development

Lisa Morina  
lmorina@co.gloucester.nj.us  
[www.gloucestercountynj.gov](http://www.gloucestercountynj.gov)  
115 Budd Boulevard  
West Deptford, NJ 08096  
P: (856) 384-6930

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



### Greater Ft. Bend Economic Development Council

Jack Belt  
jbelt@fortbendcounty.org  
[www.fortbendcounty.org](http://www.fortbendcounty.org)  
1 Fluor Daniel Drive  
Sugar Land, TX 77478  
P: (281) 340-1905

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.



### Harford County Office of Economic Development

Eileen Y. Frado, Senior Business  
Development Associate  
eyfrado@harfordcountymd.gov  
[www.harfordbusiness.org](http://www.harfordbusiness.org)  
220 South Main Street  
Bel Air, MD 21014  
P: (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.



### Economic Development Authority

### Howard County Economic Development Authority

Janice M. Posey  
jposey@hceda.org  
[www.hceda.org](http://www.hceda.org)  
6751 Columbia Gateway Drive  
Suite 500  
Columbia, MD 21046  
P: (410) 313-6500

The Authority is a public-private partnership promoting economic growth and stability by supporting existing businesses and those interested in locating in Howard County.



### Jacksonville Economic Development Commission (JEDC)

Ron Barton  
barton@coj.net  
[www.jaxdevelopment.org](http://www.jaxdevelopment.org)  
1 West Adams Street  
Suite 200  
Jacksonville, FL 32202  
P: (904) 630-1858

The JEDC is the Community Redevelopment Agency, Downtown Master Developer and public sector partner for economic development in Jacksonville, Florida. Contact us to learn more about development opportunities in Downtown Jacksonville, Cecil Commerce Center and throughout all of Jacksonville. Let us help you grow and invest in one of the hottest markets in the Southeast.

## LOUDOUN VIRGINIA USA

### Economic Development Loudoun County Economic Development

Thomas Flynn  
Thomas.Flynn@loudoun.gov  
[biz.loudoun.gov](http://biz.loudoun.gov)  
1 Harrison Street, SE MSC #63  
5th Floor  
Leesburg, VA 20175  
P: (703) 777-0426

SMART LOCATION. SMART PEOPLE. Just 25 miles west of Washington, D.C., Loudoun County Virginia boasts a wide variety of commercial building product perfect for your next business endeavor. Businesses continue to flourish in Loudoun given the front-door access to Dulles International Airport, availability of a highly educated workforce, and favorable Virginia tax environment. As Moody's Economy.com said in January 2009, "The Dulles Technology Corridor, centered in Loudoun County, hosts the largest number of internet, satellite, and defense companies in the nation..." In short, Loudoun is a premiere location for businesses looking to succeed.



**Metro Denver**  
Economic Development Corporation

### Metro Denver Economic Development Corporation

Pam Reichert, Vice President  
info@metrodenver.org  
[www.metrodenver.org](http://www.metrodenver.org)  
1445 Market Street  
Denver, CO 80202  
P: (303) 620-8092

The Metro Denver EDC is the nation's first and only truly regional economic development entity in which 70 cities, counties, and economic development organizations in the seven-county Metro Denver and two-county Northern Colorado region have joined together to represent, and further, the interests of an entire region.



### Metro Orlando Economic Development Commission

Mike Bobroff  
mike.bobroff@orlandoedc.com  
[www.OrlandoEDC.com](http://www.OrlandoEDC.com)  
301 East Pine Street  
Suite 900  
Orlando, FL 32801  
P: (407) 422-7159

From urban space in a thriving downtown to rural land with easy transportation connections, Metro Orlando has what you are looking for. With a robust inventory that includes over 144 million square feet of industrial space and nearly 70 million square feet of office space, Metro Orlando can still accommodate build-to-suits on developable land parcels. The sheer quantity and diversity of office and industrial property in Metro Orlando means that companies growing in, or relocating to, the region are virtually assured of finding the space or land suited to their specific needs.



### Northern Kentucky Tri-County Economic Development Corporation

Karen Finan  
kaf@NorthernKentuckyUSA.com  
[www.NorthernKentuckyUSA.com](http://www.NorthernKentuckyUSA.com)  
300 Buttermilk Pike, Suite 332  
PO Box 17246  
Covington, KY 41017  
P: (888) 874-3365

Northern Kentucky Tri-County Economic Development Corporation markets and promotes three Northern Kentucky counties - Boone, Campbell and Kenton Counties - on a national and international basis, as the prime location for new and expanding businesses.



### Operation Oswego County

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

#### Operation Oswego County

L. Michael Treadwell, CEcD  
ooc@oswegocounty.org  
[www.oswegocounty.org](http://www.oswegocounty.org)  
44 W. Bridge St.  
Oswego, NY 13126  
P: (315) 343-1545

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



### Economic Development Department

#### Osceola County Economic Development

Maria Grulich Toumazos  
mgru@osceola.org  
[www.ChooseOsceola.com](http://www.ChooseOsceola.com)  
3 Courthouse Square  
Suite 219  
Kissimmee, FL 34741  
P: (407) 742-4200

Osceola County Economic Development Department serves as the primary economic development agency for Osceola County. Serving the communities of Kissimmee, St. Cloud, Poinciana, Celebration, Harmony and all other communities in Osceola County, we strive to create targeted growth within all areas of the incorporated and unincorporated county. We offer aggressive incentive programs like 5-Day, Fast Track Permitting, Enterprise Zone incentive, Impact Fee Mitigation, Cash incentive and Job Creation Tax Abatements to targeted industries.



### Penn-Northwest Development Corporation

Larry D. Reichard  
lreichard@penn-northwest.com  
[www.penn-northwest.com](http://www.penn-northwest.com)  
749 Greenville Road  
Suite 100  
Mercer, PA 16137  
P: (724) 662-3705

Penn-Northwest Development Corporation is a private, non-profit economic development corporation focused on the attraction and retention of business and industry in the Mercer County area.

### pittsburgh regional alliance

#### Pittsburgh Regional Alliance

Dewitt Peart, President  
info@pittsburghregion.org  
[www.pittsburghregion.org](http://www.pittsburghregion.org)  
11 Stanwix Street  
17th Floor  
Pittsburgh, PA 15222  
P: (412) 392-1000

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.



### Riverside County Economic Development Agency

Rob Moran  
rmoran@rivcoeda.org  
[www.rivcoeda.org](http://www.rivcoeda.org)  
3403 Tenth Street  
Suite 500  
Riverside, CA 92501  
P: (951) 955-6673

The Riverside County Economic Development Agency is dedicated to facilitating your move or expansion into Riverside County by offering assistance with Site Selection, Employment & Training, Financing, Fast Track Permit Processing and Infrastructure costs. We also offer Enterprise Zone Incentives, Recycling, Market Development Incentives and Foreign Trade Services.



**SAN JOAQUIN PARTNERSHIP**  
A Private Non-Profit Economic Development Corporation  
Stockton, California

**San Joaquin Partnership**

Shelley Burcham, CEcD,  
vice President,  
Client Services  
sjp@sjpnet.org  
**www.sjpnet.org**  
2800 W March Lane  
Suite 470  
Stockton, CA 95219  
P: (209) 956-3380

The San Joaquin Partnership is a private non-profit corporation assisting business and industry locate into San Joaquin County, CA (Stockton-Lodi MSA). Substantially reduce operational costs. Thirty-Five business parks, 7,000 acres available land, 3,670 acres fully improved industrial and five million square feet industrial inventory. Free, confidential services include site searches, operating cost analysis, labor and wages, demographics, IDB's, Countrywide Enterprise Zone, permit facilitation and community data.



**The Colony Economic Development Corporation**

Kerri Samford, AICP  
edc@thecolonytx.org  
**www.thecolonyedc.org**  
6800 Main Street  
The Colony, TX 75056  
P: (972) 624-3127

The Colony is ideal for locating your retail, corporate headquarters, light assembly, or distribution facility. We are located 20 miles north of Downtown Dallas on S.H. 121 between Frisco and Lewisville. ■

**According to a recent survey** of NAIOP members, 40 percent of NAIOP Associate members plan to increase their marketing budgets for 2011.

**That means more companies competing** for the attention of NAIOP members – the top commercial real estate developers, owners and investors throughout North America.

**Don't let your company fall behind!** Capture your market share by connecting with the industry's most influential decision makers.

**Call Christopher Ware today**, 800-666-6780 or email [ware@naiop.org](mailto:ware@naiop.org) to request a media planner.



**SEMINOLE COUNTY  
ECONOMIC DEVELOPMENT  
Seminole County Economic  
Development**

William J McDermott, CEcD  
wmcdermott@seminolecountyfl.gov  
**www.businessinseminole.com**  
1055 AAA Drive  
Suite 145  
Heathrow, FL 32746  
P: (407) 665-7132

Nothing adds to productivity and profit than having your company in the right location. Lately, more and more companies are discovering the location is Seminole County. A superior lifestyle, the state's best school system and weekends that make the workweek worthwhile.