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.

**CANADA**
Alberta

**CALGARY ECONOMIC DEVELOPMENT**
Calgary Economic Development
Annie Korver
akorver@calgaryeconomicdevelopment.com
www.calgaryeconomicdevelopment.com
731 1st Street SE
Calgary, AB T2G 2G9
(403) 221-7824
Calgary Economic Development works to make Calgary, Alberta the undisputed choice for people and business. We work with businesses to facilitate growth and expedite business investment and trade development opportunities and promote sustainable economic growth in the Calgary region. Twitter: @calgareconomic

**ONTARIO**

**MISSISSAUGA**
City of Mississauga, Economic Development Office
Larry Petovello, Ed.D., Director
larry.petovello@mississauga.ca
www.mississauga.ca/business
300 City Centre Drive
3rd Floor
Mississauga, ON L5B 3C1
(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.

**UNITED STATES**
Arizona

Arizona Commerce Authority
Keith Watkins
keithw@azcommerce.com
www.azcommerce.com
333 N. Central Ave., Suite 1900
Phoenix, AZ 85004
(602) 845-1278
Arizona Commerce Authority - Creates quality jobs Expands existing business Attracts new business.
In Arizona, our focus is unmistakable. Foster the most desirable corporate climate in the country while armed with the most competitive incentives package, engage in aggressive, global competition ... and win.

**CALIFORNIA**

City of Hesperia
Steven J. Lantsberger, CED/EDFP
econdev@cityofhesperia.us
www.cityofhesperia.us/econdev
9700 Seventh Avenue
Hesperia, CA 92345
(760) 947-1906
Located in California’s Inland Empire, Hesperia offers miles of available I-15 frontage, lucrative Enterprise Zone benefits, rail accessible property, and lower acquisition costs.
City of Moreno Valley
Barry Foster
ED.Team@moval.org
14177 Frederick Street
PO Box 88005
Moreno Valley, CA 92552-0805
(951) 413-3460
Strategically located in Southern California’s Inland Empire, Moreno Valley is aggressively pursuing warehouse and logistics development along with healthcare and wellness development to compliment the City’s plan to first to market and boost the economy.

Colorado
Jefferson County Economic Development Corporation
Leigh Seeger
lseeger@jeffcoedc.org
1667 Cole Blvd., Suite 400
Golden, CO 80401
Jeffco EDC is an economic development organization serving Jefferson County, Colorado, a community of metropolitan Denver. Created in 1955, Jeffco EDC is the oldest economic development organization in the state and continues to provide excellence and leadership in industry.

Florida
Metro Orlando Economic Development Commission
Declan Reiley
Declan.Reiley@orlandoedc.com
301 East Pine Street, Suite 900
Orlando, FL 32801
(407) 902-2410
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 179 million square feet of industrial space and nearly 96 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.

Economic Development Department
Osceola County Economic Development
Maria Gruich Tournazos
mg@sceoaloha.org
www.ChooseOsceola.com
1 Courthouse Square, Suite 4500
Kissimmee, FL 34741
(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 job creation 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.

Illinois
Economic Development Corporation of Decatur & Macon County
J. Craig Coil
ccoil@decaturedc.com
www.decaturedc.com
16506 Pointe Village Drive, Ste 101
Lutz, FL 33558-5525
(813) 926-0827
Pasco Economic Development Council represents the lower cost community in Central Florida and Tampa Bay and is your choice for market data, incentive information, location assistance, networking opportunities, expedited permitting, hiring and training workers. Pasco County, Florida does it all!

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.

Metro Atlanta Chamber
Hans Gant
hgant@macoc.com
www.MetroAtlantaChamber.com
235 Andrew Young International Blvd, NW
Atlanta, GA 30303
(404) 586-8456
Everything we do—from recruiting businesses to Atlanta from all over the world, to tackling issues that affect our competitiveness—is about creating jobs and prosperity to help Atlanta thrive.

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.

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Hans Gant
hgant@macoc.com
www.MetroAtlantaChamber.com
235 Andrew Young International Blvd, NW
Atlanta, GA 30303
(404) 586-8456
Metro Atlanta Chamber = Jobs, Connections, Results
Everything we do—from recruiting businesses to Atlanta from all over the world, to tackling issues that affect our competitiveness—is about creating jobs and prosperity to help Atlanta thrive.

Economic Development Corporation of Decatur & Macon County
J. Craig Coil
ccoil@decaturedc.com
www.decaturedc.com
101 S. Main, LL5
Decatur, IL 62523
(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!
Economic Development Authorities continued

Indiana

Economic Development Corporation of Wayne County Indiana

Jeana Davis
jeana@edcwc.com
www.edcwc.com
500 South A Street, Suite 2
Richmond, IN 47374
(765) 983-4769

The EDC of Wayne County, Indiana provides assistance and incentives for existing businesses and new investment projects. We have a number of incentive programs including EDIT grants, tax abatements, Industrial Development Bonds, Tax Increment Financing and two revolving loan funds. We have many suitable buildings and sites available including shovel-ready sites as designated by the state of Indiana in our Gateway Industrial Park. Preparation of 166 acres in Phase II of the Midwest Industrial Park is nearly complete and will soon be available for development.

Kentucky

Northern Kentucky Tri-County Economic Development Corporation

Karen Finan
kaf@NorthernKentuckyUSA.com
www.NorthernKentuckyUSA.com
300 Buttermilk Pike, Suite 322
Covington, KY 41017
(888) 874-3365

Northern Kentucky Tri-ED is a non-profit economic development organization serving Boone, Campbell and Kenton Counties. As part of the Cincinnati MSA, Northern Kentucky Tri-ED markets and promotes the three Northern Kentucky counties on a national and international basis, as a location for new and expanding businesses.

Maryland

City of Bowie Economic Development Office

John Henry King
jking@cityofbowie.org
www.cityofbowie.org
19901 Excalibur Road
Bowie, MD 20716
(301) 809-3042

Bowie is one of the largest cities in Maryland. Bowie is 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.

New Jersey

Gloucester County Department of Economic Development

Lisa Morina
lmorina@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 employers, train eligible employees, enhance and rehabilitate existing housing and aid municipalities in community improvements.

New York

Operation Oswego County

L. Michael Treadwell, CEO
www.oswegocounty.org
44 W. Bridge St.
Oswego, NY 13126
(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.

Ohio

Buckeye Power Inc.

Dennis Mingyar
dmingyar@buckeyepower.com
www.buckeyepowernsites.com
677 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.

Ohio’s Electric Cooperatives

Your Touchstone Energy Cooperatives

Buckeye Power

Your Touchstone Energy Cooperatives

Buckeye Power
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. Our economic development team provides specific information about sites and buildings, demographics, workforce, communities, financing, taxes, incentives, key contacts, investors, area services and government resources.

Oklahoma
Tulsa
WHERE BUSINESS GROWS.
Tulsa Metro Chamber
Jim Fram, CEcD CCE
jimfram@tulsachamber.com
www.GrowMetroTulsa.com
Two W. 2nd St. #150
Tulsa, OK 74103
(918) 560-0231
Tulsa's Future, the Tulsa Metro Chamber's privately-funded economic development initiative, unites a record-setting 24 organizations representing 15 northeastern Oklahoma communities and counties. Services include complete and confidential site location services for the region.

Pennsylvania
Penn-Northwest Development Corporation
Randy P. Selz
rselz@penn-northwest.com
www.penn-northwest.com
749 Greenville Road, Ste. 100
Mercer, PA 16137
(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.

South Carolina
Santee Cooper
George Haygood, CEcD, Program Director, Economic Development
george.haygood@santeecooper.com
www.scprimesite.com
One Riverwood Drive
Moncks Corner, SC 29461-2901
(843) 761-7010
Santee Cooper, the source of power for more than 1.6 million South Carolinians, provides direct service to more than 134,000 residential and commercial customers. Santee Cooper is the primary source of power distribution to the state’s 20 electric cooperatives to more than 600,000 customers located in all of the state’s 46 counties. Santee Cooper also supplies power to 32 large industrial facilities, the cities of Bamberg, Georgetown, and the Charlestown Air Force Base.

NAIOP Senior Executive Economics Conference
with the Zell/Lurie Center for Real Estate at Wharton
MAY 16 – 17, 2012
ON THE CAMPUS OF THE UNIVERSITY OF PENNSYLVANIA | PHILADELPHIA, PA.

Join NAIOP and faculty from the Zell/Lurie Center for Real Estate at Wharton for NAIOP’s second annual Senior Executive Economics Conference — a program designed exclusively for senior level commercial real estate development professionals.

Join fellow industry leaders for this extraordinary opportunity to hear directly from leading experts at the Wharton School’s Zell/Lurie Real Estate Center as they address the factors that will impact the economic recovery and what it means for the real estate industry and your firm.

Sessions include:
• The Economic Recovery and Real Estate Market Conditions
• Real Estate Debt and Equity Capital Markets
• Risk Analysis of Real Estate Projects and Investments
• Industry Panel on Property and Capital Markets
• Capstone Case Study on Running a Multi-Site Property Firm

For more information or to register, visit www.naiop.org
Texas

Allen Economic Development Corporation
Dan Bowman, Executive Director/CEO
dbowman@allentx.com
www.allentx.com
700 Central Expressway South, Suite 210
Allen, TX 75013
(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.

Cedar Hill Economic Development Corporation
Allison J. H. Thompson, CEO, EDFP
allison.thompson@cedarhilltx.com
www.cedarhillisd.org
285 Uptown Blvd., Box 100
Cedar Hill, TX 75104
(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 Dallas - Office of Economic Development
J. Hammond Perot
Joseph.Perot@DanCityHall.com
www.dallas-ecodev.org
1500 Marilla Street,
Room 5 C 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.

The Colony Economic Development Corporation
Keri Samford, AICP
edc@thecolonytx.org
www.thecolonyedc.org
6800 Main Street
The Colony, TX 75056
(972) 624-3127
The Colony is ideal for locating your retail, corporate headquarters, light assembly, or distribution facility. We are centrally located 25 minutes north of Downtown Dallas on S. H. 121 (Sam Rayburn Tollway) 15 minutes east of DFW Airport, 7 minutes east of I-35 E and 5 minutes west of Dallas North Tollway.

I.con: The Industrial Conference

June 14 – 15, 2012 | Hyatt Regency Jersey City | Jersey City, New Jersey

What you’ll find at I.con:
- A look at Economic Trends and Implications for Industrial Properties
- An analysis of the intersection of Trade Flow and Real Estate
- Ring-side seats at The Art of the Deal “Shark Tank” — where two developers pitch their development/acquisition opportunities to the institutional equity “sharks”
- Plus, an up-close look at the Port of New Jersey and the inner workings of Digital Realty Trust’s New York high security data center

To register, visit www.naiop.org.

2012 I.con sponsors:

- CBRE
- CenterPoint Properties
- Cushman & Wakefield
- Freire International
- FRIEDMAN
- Marcus & Millichap
- McCall Commercial
- MATRIX
- Port of Houston Authority

2012 I.con partners:

- NAIOP
- SIOR

2012 I.con partners:

- NAIOP
- SIOR
Great Ft. Bend Economic Development Council
Jack Belt
jbelt@fortbendcounty.org
www.fortbendcounty.org
1 Fluor Daniel Drive
Sugar Land, TX 77478
(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.

Port of Houston Authority
Maria Pilco
mpilco@poha.com
www.portofhouston.com
111 East Loop North
Houston, TX 77029
(713) 670-2573
The Port of Houston Authority is the Gulf Coast's leading deepwater gateway to North America's fastest growing region. With two ultra-modern container terminals, it is ready today for the Panama Canal's 2014 expansion. The Extensive network of highways and railroads connect to America's heartland quickly and efficiently.

Virginia
City of Fairfax Economic Development
Geoff Durham
geoff.durham@fairfaxva.gov
www.fairfaxva.gov
10455 Armstrong Street, Room 207
Fairfax, VA 22135
(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 or www.fairfaxcityeda.org

Loudoun County Economic Development
Thomas Flynn
Thomas.Flynn@loudoun.gov
biz.loudoun.gov
1 Harrison Street, SE MSC #63, 5th Floor
Leesburg, VA 20175
(703) 777-0426
WELCOME TO D.C.'S TECHNOLOGY CORRIDOR. The highest concentration of tech workers in the United States isn't in Silicon Valley; it's right here in Northern Virginia. Just 30 miles west of Washington, D.C., Loudoun, Virginia boasts a wide variety of commercial building product perfectly suited for your next business endeavor. With our front-door access to Dulles International Airport, availability of a highly-educated workforce, abundant fiber, affordable and reliable power, and favorable Virginia tax environment – it's clear why companies including Raytheon, Rockwell Collins, Orbital and the world's top data center operators call Loudoun home. Join them and watch your business thrive.

Why NAIOP Career Center? (Food for Thought)

19% of NAIOP Career Center jobs pay over $150,000

80% of Job Seekers have a Bachelor's degree or higher

90% of US Commercial Real Estate is owned or directed by members of the Associations in the SelectLeaders Job Network

SELECT
Leaders
JOB NETWORK

Serving the NAIOP Career Center with unequalled jobs and talent
Contact us at 800.615.7340 or sales@selectleaders.com